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1988 *Sept.*
STORAGE

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

QUARTERLY ACTIVITY REPORT RAPPORT TRIMESTRIEL DES ACTIVITÉS

Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

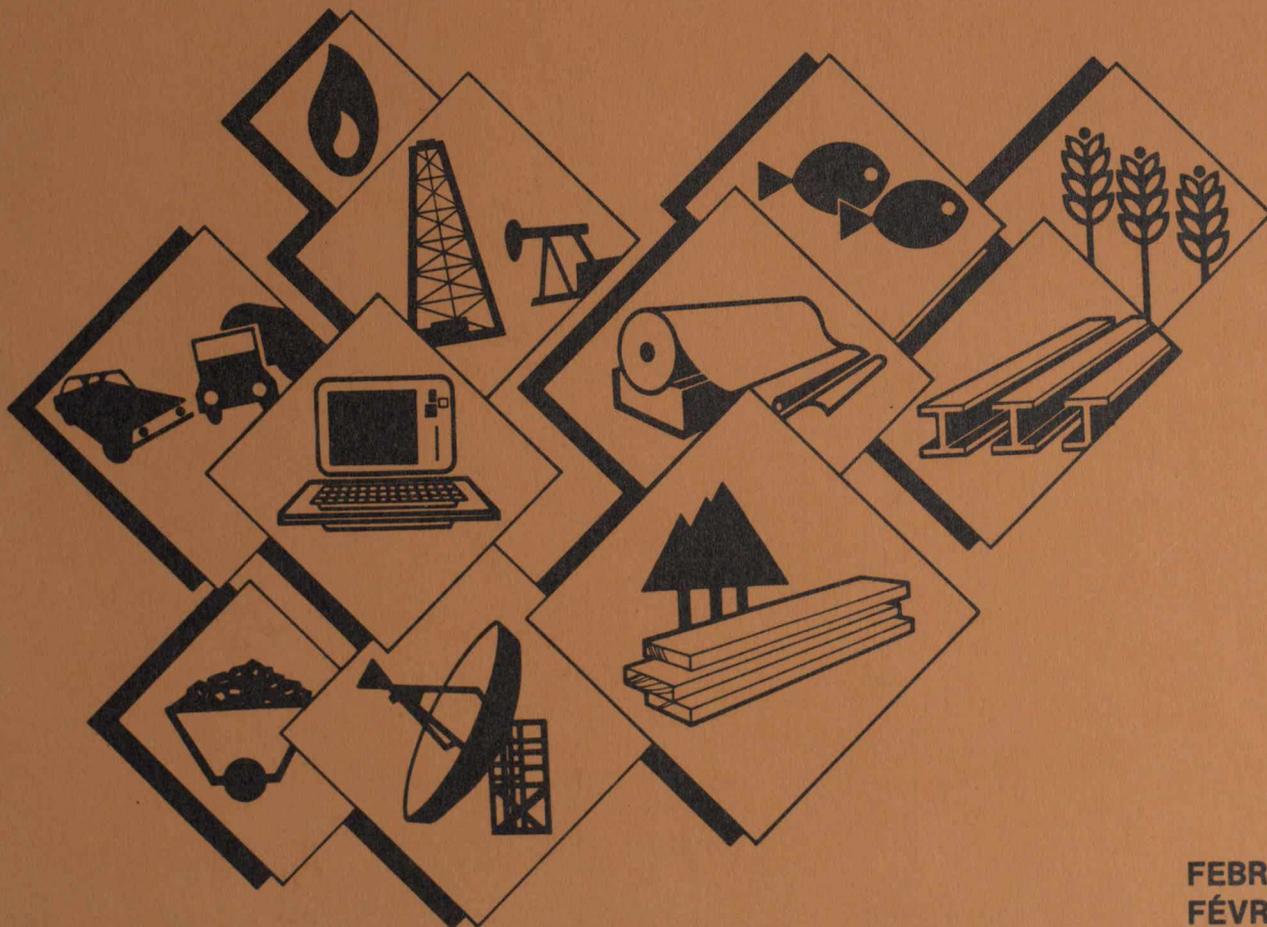
MAR 1989

ASIA AND PACIFIC ASIE ET PACIFIQUE

JULY - SEPTEMBER 1988
(2nd QUARTER FY 1988-89)

JUILLET - SEPTEMBRE 1988
(2^e TRIMESTRE, AF 1988-89)

NON CIRCULATING
CONSULTER SUR PLACE



FEBRUARY 1989
FÉVRIER 1989

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report July - September 1988

Following is the Activity Report for the quarter ending September 30, 1988. This report contains a synopsis of activities and results by sector and subsector reported by missions in Asia and the Pacific, matched against the proposed activities identified in their 1988/89 post plan. It also contains a report of special unplanned activities that took place during the reporting period.

The purpose of the report is to allow managers in Ottawa and abroad to monitor the progress of program implementation by comparing planned activities in priority sectors with reported quarterly activity highlights and results.

Readers will note that in some cases the section for post inputs for a particular quarter is blank. This occurs when the mission either has not yet undertaken any of the planned activities in that sector or has not reported activities in a sector identified as a priority in the post plan.

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités Juillet - septembre 1988

Voici le Rapport des activités du trimestre qui a pris fin le 30 septembre 1988. Le Rapport contient un résumé des activités et des résultats déclarés par les missions en Asie et le Pacifique par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1988-89. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

Ce rapport a pour but de permettre aux gestionnaires, à Ottawa et à l'extérieur, de surveiller les progrès accomplis relativement à la mise en oeuvre du programme, en comparant les activités planifiées dans les secteurs prioritaires avec les faits saillants et les résultats déclarés du trimestre.

Le lecteur notera que, dans certains cas, les espaces prévus pour les renseignements provenant des missions ont été laissés en blanc. La raison en est soit que la mission n'a encore entrepris aucune des activités prévues pour ce secteur, soit qu'elle n'en a déclaré aucune dans un secteur indiqué comme prioritaire dans son plan annuel.

REPORT OF THE COMMISSIONER OF THE GENERAL LAND OFFICE

REPORT OF THE COMMISSIONER OF THE GENERAL LAND OFFICE

FOR THE YEAR 1900

The following is a summary of the work done by the General Land Office during the year 1900. The work has been divided into three main branches: the Survey, the Land, and the Office. The Survey branch has been engaged in the survey of the public lands, and has completed the survey of the public lands in the State of California. The Land branch has been engaged in the management of the public lands, and has completed the management of the public lands in the State of California. The Office branch has been engaged in the general administration of the General Land Office, and has completed the general administration of the General Land Office in the State of California.

REPORT OF THE COMMISSIONER OF THE GENERAL LAND OFFICE

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FOR THE YEAR 1900

The following is a summary of the work done by the General Land Office during the year 1900. The work has been divided into three main branches: the Survey, the Land, and the Office. The Survey branch has been engaged in the survey of the public lands, and has completed the survey of the public lands in the State of California. The Land branch has been engaged in the management of the public lands, and has completed the management of the public lands in the State of California. The Office branch has been engaged in the general administration of the General Land Office, and has completed the general administration of the General Land Office in the State of California.

ASIA & PACIFIC
ASIE ET PACIFIQUE

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Shanghai	87
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89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :504-BANGKOK

005-COMM. & INFORM. EQP.& SERV
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

KEY OFFICIALS FROM THIS SECTOR TO BE INVITED TO CANADA UNDER FOLLOW-UP TO EXPO'86 VISITORS PROGRAM.

EXPOSURE OF KEY DECISION MAKERS TO CANADIAN TECHNOLOGY.

ONGOING FOLLOW-UP IN AREAS OF OPPORTUNITY AS IDENTIFIED IN CONSULTANT'S REPORT ON THAI TELECOMS SECTOR.

INTRODUCTION OF NEW CANADIAN TECHNOLOGIES TO TOT, CAT, EGAT, ETC.

ONGOING ASSISTANCE TO LOCAL OFFICE OF ALTA TELECOM INTERNATIONAL.

WINNING OF CPR CONTRACT WITH TOT, WINNING OF CAT NETWORK MANAGEMENT CENTRE.

TECHNICAL SEMINARS ORGANIZED ON BEHALF OF INDIVIDUAL COMPANIES TO INTRODUCE NEW PRODUCTS.

NEW AGENCIES AND EXPORT SALES.

MONITOR PROGRESS OF TOT'S 5TH PROJECT AND IMPLEMENTATION OF THE 6TH PROJECT.

CANADIAN COMPANIES TO SUBMIT COMPETITIVE BIDS TO TOT.

IDENTIFY OPPORTUNITIES FOR SALES OF NEW TECHNOLOGIES, ESPECIALLY PACKET SWITCHING, FIBRE OPTICS, VIDEOTEX, ETC.

SALES OF CANADIAN TECHNOLOGIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COMPILE SUMMARY OF CIDA'S INVOLVEMENT IN REMOTE SENSING IN THAILAND - PAST,PRESENT AND FUTURE. NEED EXPRESSED BY ADV. TECH. MISSION MEMBERS. REQUIRED INTERVIEW OF CIDA OFFICERS,CO-OPERANTS, NRC STAFF.

REPORT COMPLETED & FORWARDED TO ADV. TECH. MISSION MEMBERS IN REMOTE SENSING FIELD. HAVE SINCE USED IT FOR ADDITIONAL ENQUIRIES FROM REMOTE SENSING/GIS FIRMS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :504-BANGKOK

007-POWER & ENERGY EQUIP. & SERV.
THAILAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ASSIST CANADIAN COMPANIES TO LOCATE RELIABLE LOCAL REPRESENTATIVES AND TO GIVE RECOMMENDATIONS ON HOW TO PURSUE MAJOR PROJECTS.

INFORM CANADIAN COMPANIES OF OPPORTUNITIES WHICH WILL RESULT IN INCREASING MARKET SHARE.

HAVE FREQUENT CONTACTS WITH EGAT FOR POTENTIAL THERMAL & HYDRO PROJECTS.

INCREASE AWARENESS OF CANADA AS A POTENTIAL SOURCE OF SUPPLY AND SERVICES.

FOLLOW UP FUTURE PROCUREMENTS ON POWER BOILER MAE MOH UNIT 10-13 AND OTHER THERMAL PLANT PROJECTS.

FURTHER SALES OF POWER BOILERS AND POWER PLANTS TO EGAT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MEET WITH SENIOR OFFICIALS AT EGAT ON THE ORGANIZATION'S REVISED POWER DEVELOPMENT PLAN.

OBTAINED PROJECT INFORMATION ON EGAT'S NEW POWER DEVELOPMENT PLAN AND SABA YOI LIGNITE POWER PLANT PROJECT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :504-BANGKOK

008-TRANSPORT SYS,EQUIP,COMP,SERV.
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AIRWAYS COMPRESSOR HAS BEEN DELAYED IN BRINGING TRIAL CNG BUS ENGINES TO BANGKOK. THESE ARE EXPECTED IMMEDIATELY.

IF TESTS ARE SUCCESSFUL, MARKET COULD REACH POTENTIAL OF \$85 MILLION.

ROYAL THAI AIR FORCE WAS NOT ABLE TO PURCHASE STOL SEARCH AND RESCUE AIRCRAFT IN LAST FISCAL YEAR.

SALE OF TWO DASH-8'S.

LOBBY, WITH ASSISTANCE FROM LOCAL AGENT, RTAF RE PURCHASE OF DASH 8 SEARCH AND RESCUE AIRCRAFT.

UP TO \$20 MILLION IN AIRCRAFT SALES.

MSS RAPID TRANSIT - MAINTAIN CONTACTS WITH ERTAT, BANKS, NESDB AND LOCAL PARTNERS TO CONTINUE STOKING PROJECT; REPORT ON COMPETITION.

SALE OF GOODS AND SERVICES OF UP TO CDN\$1.5 BILLION.

CAMPAIGN OF PROMOTION BOTH IN THAILAND AND AMONGST CANADIAN SUPPLIERS TO ENSURE CANADIAN BIDS PREPARED FOR PHUKET AND CHIANGMAI AIR TRAFFIC CONTROL.

UP TO \$30 MILLION IN RADAR-NAVIGATION SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REVIEW UPDATE, DETERMINE STATUS OF STATE RAILWAY OF THAILAND'S 5 YEAR INVESTMENT PLAN. INTERVIEW SRT EMPLOYEES FROM VARIOUS DEPTS. CONCERNED.

REPORT ON STATUS OF INVEST.PLAN COMPLETED INCLUDING HIGH LIGHTING OPPORTUNITIES FOR CDN COS. REPORT DIRECTED TO COS WITH KNOWN INTEREST & CIRCULATED FROM DRIEOTT. 5 OR 6 ENQUIRIES GENERATED & OPPORTUNITIES BEING PERSUED. REPORT CONT

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :504-BANGKOK

004-DEFENCE PROGRAMS, PRODUCTS, SERV
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP TO CONTACTS MADE AT DEFENCE ASIA 87 ONLY PARTIALLY COMPLETE.

BETTER DETERMINE MARKETING OPPORTUNITIES FOR CANADIAN DEFENCE SUPPLIERS.

FULL EXPLOITATION OF VISIT TO CANADA OF DEFENCE PRODUCTS MISSION, OCTOBER 87, YET TO BE UNDERTAKEN.

SALES IN NEXT THREE YEARS OF UP TO \$15 MILLION WORTH OF DEFENCE PRODUCTS.

POST CONTINUES TO PROMOTE NOTION OF ASSIGNMENT OF DEFENCE ATTACHE TO CANADIAN EMBASSY, BANGKOK.

ACCESS TO, AND CREDIBILITY WITH THAI MILITARY CONTACTS WHO, TRADITIONALLY, DO NOT TALK TO CIVILIANS.

SYSTEMATIC AND STEPPED-UP MARKETING CALLS ON MILITARY CONTACTS, STARTING WITH THOSE WHO HAVE RECENTLY RETURNED FROM CANADA.

ACCESS TO PROCUREMENT PLANS AND OPPORTUNITIES TO NEW CANADIAN BIDDERS.

DEVELOPMENT OF CLOSER CONTACT WITH SMALL, TIGHTLY KNIT GROUP OF AGENTS SPECIALIZING IN MILITARY SALES.

IDENTIFICATION OF NEW LEADS AND COMPETITIVE INFORMATION.

FOCUS ON OPPORTUNITIES ALREADY ON BOOKS (AIRCRAFT, AVIONICS, COMMUNICATIONS AND RADAR) AND PROMOTE AGGRESSIVELY.

INCREASED SALES POTENTIAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :504-BANGKOK

011-OIL & GAS EQUIPMENT,SERVICES
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PETRO CANADA INTERNATIONAL ASSISTANCE CORP. HAS SIGNED TECHNICAL COOPERATION AGREEMENT WITH PETROLEUM AUTHORITY OF THAILAND AND PETROLEUM INSTITUTE OF THAILAND, MARCH 1987.

MORE ACTIVE INVOLVEMENT OF PCIA AND CANADIAN SUPPLIERS IN THAI MARKET.

PARTICIPATION BY AMBASSADOR IN ADVISORY BOARD TO PETROLEUM INSTITUTE OF THAILAND (PITI).

CLOSER TIES TO PITI AS VEHICLE FOR INTRODUCING CANADIAN TECHNOLOGY.

MEET WITH SENIOR OFFICIALS OF DOMESTIC AND FOREIGN OIL COMPANIES TO INTEREST THEM IN CANADIAN OIL AND GAS PRODUCTION & PROCESSING EQUIPMENT AND CAPABILITY.

INCREASE LEVEL OF VISITS OF THAI BUYERS TO CANADA, EVENTUAL INCREMENTAL SALES.

ASSISTS WITH SET UP OF PETROLEUM INSTITUTE OF THAILAND IN CO-OPERATION WITH PCIA.

INTRODUCTION OF CANADIAN TECHNOLOGY AND TRAINING SERVICES THROUGH THE INSTITUTE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
AUSTRALIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEVELOP AUSTRALIAN ARMY INTEREST IN GM DIESEL
LAV, PARTICULARLY WITH POSSIBLE QUICK-PURCHASE
FROM U.S. MARINE CORPS WAR INVENTORY.

ARMY REJECTED POSSIBILITY FOR QUICK, SINGLE-
SOURCE PURCHASE OF GM LAV. TENDER TO BE ISSUED
SEPT 1988.

QUARTER: 1 SUPPORT OF MEL DEFENCE SYSTEMS EFFORTS TO HAVE
THEIR APOLLO EW SYSTEM ON ANZAC FRIGATE.

MEL HAS APPLIED FOR PEMD SUPPORT.

QUARTER: 2 Support of MEL Defence Systems efforts to have
their Apollo EW system on ANZAC frigate.

MEL has decided to withdraw from competition on
project as its system likely to be more
expensive than fixed-price contract will bear.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :534-CANBERRA

005-COMM. & INFORM. EQP.& SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEPT OF AVIATION PURCHASE OF NATIONAL AERONAUTICAL INFORMATION
PROCESSING SYSTEMS (NAIPS) TO BE AWARDED IN EARLY 1988.NORTH EAST
CENTRE UPGRADE WILL FOLLOW.

CANADIAN FIRMS WILL CONTINUE TO PURSUE SALES
OPPORTUNITIES. SALES POTENTIAL IS \$13.5 MIL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/02/09

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :534-CANBERRA

Visit of Deputy Prime Minister Mazankowski.

Australia/Canada Bilateral Trade Consultations.

Finalization of Australia/New Zealand CER Review.

Bilateral access issued (asparagus, pork, salmon) consulta-
tions/reports in progress.

Bilateral trade - anti-dumping action against Canadian
condensed milk.

HITEC, Vancouver.

Installation of WIN Computers - continuing gremlins.

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :524-DHAKA

011-OIL & GAS EQUIPMENT,SERVICES
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REVIEW PARTIALLY IMPLEMENTED PROJECTS TO IDENTIFY INTERESTING
TENDERS IN ADVANCE OF PUBLICATION.

INCREASE CANADIAN PARTICIPATION.

ANALYZE MAJOR PROJECTS TO IDENTIFY SECTORS WHERE CANADIAN SUPPLI-
ERS COULD BE COMPETITIVE.

ENCOURAGE CANADIAN SUPPLIERS TO VISIT AND
RECRUIT LOCAL AGENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO ARRANGE FOR GOBD ATTENDANCE AT NATL PETROLEUM
SHOW. AS BACKGROUND INFO, UPDATE SECTORAL OVER-
VIEW.

GOBD DECLINED INVITATION. REVISIONS TO OVERVIEW
ARE VIRTUALLY COMPLETED.

QUARTER: 2 High level representations on behalf of two
major Canadian suppliers

FWDD 15 tender notices to DRIE; Novacorp train-
ing program given facilitation

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :524-DHAKA

007-POWER & ENERGY EQUIP. & SERV.
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

UNDERTAKE COMPREHENSIVE MARKET SURVEY.

INCREASE CANADIAN PARTICIPATION IN INT'L BIDS
WHERE THEY COULD BE COMPETITIVE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Update report of major projects; FWDD four
tender notices to DRIE

One Canadian supplier showed interest in tender
but did not purchase

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :524-DHAKA

016-INDUSTRIAL MACHIN,PLANTS,SERV.
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INVESTIGATE SALES OPPORTUNITIES ARISING FROM GOVERNMENT LOANS TO
NEW INDUSTRIES.

INCREASE CANADIAN SUPPLIERS AWARENESS OF
LOCAL MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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POST :524-DHAKA

008-TRANSPORT SYS,EQUIP,COMP,SERV.
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REVIEW WITH EXECUTING AND FINANCING AGENCIES EXPECTATIONS FOR
CONSULTANCIES ARISING FROM NEW MAJOR PROJECTS.

OBTAIN SHORTLISTINGS FOR AT LEAST ONE OR TWO
CANADIAN FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Reported aircraft purchase intentions of
National airlines

Visit by Dehavilland rep; potential agents
identified

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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POST :524-DHAKA

005-COMM. & INFORM. EQP.& SERV
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LOBBYING OF EXECUTING/REGULATORY AGENCIES

INCREASE AWARENESS OF CANADIAN CAPABILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO HAVE CHAIRMAN OF T & T VISIT CANADA TO SURVEY
TECHNOLOGICAL CAPABILITIES.

MISSED INCLUSION IN TEMIC SESSION,BUT HAVE TWO
PLACES FOR AUTUMN TEMIC AND GOOD PROSPECTS THEY
WILL BE TAKEN UP.

QUARTER: 2 Overview report of Telecom sector; provided
Canadian suppliers with marketing information

Facilitated and made reps for Cdn radio company
with military

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :524-DHAKA

003-GRAINS AND OILSEEDS
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MAINTAIN LIAISON WITH MINISTRY OF FOOD

ADVANCE INFORMATION ON FOOD-GRAIN IMPORT REQUIREMENTS.

OBTAIN INFORMATION REGARDING OTHER SUPPLIERS.

ASSESS COMPETITIVENESS OF CANADIAN OFFERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Commented on one PEMD

No sales confirmed due to drought and supply constrictions in Canada

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :502-HONG KONG

001-AGRI & FOOD PRODUCTS & SERVICE
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOOD & BEVERAGE CDA MAR 87 PROVED TO BE SUCCESSFUL, WILL RUN AN IN-STORE PROM IN DCH'S FOOD SUPERMARKETS(30-35) FOR 8 WEEKS. ORGANIZING A FORTNIGHT CDN FOOD FEST. IN 4 JAPANESE SUPERMARKETS, 3 HOTELS, 2 WEST. RESTAURANTS, 2 CHINESE REST., 3 PUBS, FAST FOOD OUTLETS	CS\$4,000,000
SUPPORT CANADIAN EXPORTERS WHO TOOK PART IN THE FOOD & BEVERAGE CANADA 87 ON A FOLLOW UP TRIP TO HONG KONG UNDER PEMD.	CS\$ 500,000
TO ENCOURAGE LOCAL FOOD IMPORTERS TO ATTEND FOOD PACIFIC 88 HELD IN VANCOUVER	
SINCE FOOD & BEVERAGE CANADA 87 WAS SO SUCCESSFUL, WE ARE PLANNING TO RUN A SOLO FOOD SHOW IN MARCH, 1989.	CS\$5,000,000
ORGANIZE AN IN-STORE PROMOTION IN KEY SUPERMARKET CHAINS IN 1989.	CS\$ 500,000
ORGANIZE AND COORDINATE BEEF PROMOTION IN HOTELS, IN COOPERATION WITH ALBERTA.	CS\$ 300,000

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IN LEAD-UP TO MAJOR IN-STORE PROMOTION, CONTINUED TO GENERATE INTEREST ON CANADIAN SUPPLIERS TO PARTICIPATE IN EVENT.

PLANNED THE PARTICIPATION OF HONG KONG BUYERS IN FOOD PACIFIC IN VANCOUVER. OBTAINED RESULTS FROM FOOD RETAILER DCH ON MARCH PROMOTION - \$ 5 MILLION CDN. FOOD BOUGHT.

QUARTER: 1 ACTIVELY PURSUE OPPORTUNITIES FOR CDN. SUPPLIERS AND CULTIVATE LOCAL CONTACTS IN INDUSTRY.

BRANCH OFFICE ESTABLISHED OF CDN. RESTAURANT EQPT. MFTR. CS\$1.8 MN SALES TO DATE. DISTRIBUTOR AGREEMENT SIGNED CS\$20,000 SALES TO DATE.

QUARTER: 2 Food Pacific, Vancouver
Food Buyers Mission - Cross Canada Buying Trip.

4 HK & 1 food journalist attended Food Pacific. All buyers have expressed interest in a variety of Cdn. products & approx. 10 articles written. -Approx. \$1 million in purchase with more to follow.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :502-HONG KONG

005-COMM. & INFORM. EQP.& SERV
HONG KONG

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

TELECOMMUNICATIONS MARKET STUDY UNDER WAY TO STUDY IMPACT OF DEREGULATION, NEW PRODUCT AREAS (CABLE TV, DATA NETWORKS, ETC), (NTS)

WILL FORM BASIS FOR STRATEGY PAPER IN EARLY FY 88/89.

INTELLIGENCE GATHERING,AND STRATEGIC SUPPORT UNDERWAY FOR SEVERAL PROJECTS INCLUDING (A) POLICE TELECOMS (B) MOBILE DATA NETWORK (C) SATELLITE PROCUREMENT (D) CABLE TV SUPPLY CONTRACTS.

AT LAST TWO OF (A) THROUGH (D) WILL BE SECURED.

STRATEGY PAPER FOR A CANADIAN THRUST IN THE TELECOMS MARKET TO (A) RECOVER MARKET SHARE (B) CAPITALIZE ON ANTICIPATED DEREGULATION IN 1988-93

FOR SUBMISSION TO DOC, DEA AND DRIE IN JUNE 88.

FORM STRATEGIC LIAISONS,AND PROVIDE TIMELY INTELLIGENCE TO ENSURE AT LEAST ONE CANADIAN COMPANY SECURES A SUPPLY CONTRACT IN NEW CABLE TV NETWORK.

NETWORK PROVIDER TO BE SELECTED IN SPRING 88. SUPPLY CONTRACTS TO BE LET IN MID 88 TO LATE 89

COMPUTERS, SOFTWARE & SYSTEMS

INTELLIGENCE GATHERING AND STRATEGIC SUPPORT FOR SEVERAL PROJECTS INCLUDING (A)LAND COMPUTERIZATION (B)HOSPITALS COMPUTERIZATION (C)URBAN COUNCIL LIBRARY AUTOMATION (D) IMMIGRATION DEPT. MRP.

SECURE AT LEAST ONE SUCH CONTRACT

LOBBYING AND INTELLIGENCE GATHERING TO OBTAIN MAJOR GOVERNMENT SYSTEM DESIGN CONTRACT

SECURE AT LEAST ONE SUCH CONTRACT

IDENTIFYING & INTRODUCING STRONG CANADIAN SOFTWARE SUPPLIER INTO MARKET WITH (A) OWN OFFICES (B) HIGH PROFILE MARKETING THROUGH DISTRIBUTOR.

AT LEAST ONE CANADIAN COMPANY IN EACH OF (A) AND (B)

COSPONSORSHIP OF SOFTWARE EXHIBITION 88, AND/OR AUTOTECH 88, OR SIMILAR EVENTS (AT LEAST ONE)

LOCAL PUBLICITY OF CANADIAN PRODUCTS CANADIAN ENTRANTS IN SHOWS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OUTGOING MISSION.

MISSION POSTPONED DUE TO LACK OF CDN INTEREST.

QUARTER: 2 Ensure Cdn. involvement in Cable TV contract.

Advised 33 Cdn.companies of cable TV proposal issued by HK Gov't. At least 5 co. are actively pursuing contracts through local bidders.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :502-HONG KONG

015-CONSTRUCTION INDUSTRY
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

CONTINUE MAIL CAMPAIGNS WITH TECHNICAL LITERATURE.

CULTIVATE CLOSE RELATIONSHIP WITH DEVELOPERS ARCHITECTURAL/ENGINEERING FIRMS AND HONG KONG GOVERNMENT DEPTS./OFFICIALS BY FREQUENT VISITS AND CONTACTS.

1988: C\$12M

1989: C\$13M

ALERT SUITABLE CANADIAN SUPPLIERS TO OPPORTUNITIES OF SUPPLYING TO PROJECTS IN THIS TERRITORY AND PROVIDE THEM WITH IMPORTANT MARKET INFORMATION, INCLUDING SPECS & BID DOCUMENTS.

MATCH UP HONG KONG DEVELOPERS, ARCHITECTURAL/ENGINEERING FIRMS WITH SUITABLE CANADIAN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ACTIVELY PURSUE OPPORTUNITIES FOR CDN. SUPPLIERS AND CULTIVATE LOCAL CONTACTS IN INDUSTRY.

C\$1.3 MILLION SALES OF LUMBER & CONCRETE.
2 EXCLUSIVE AGENCIES SIGNED UP.

QUARTER: 2 Build up awareness of Cdn. Capability with local industry.

4 new exclusive distributors signed up for 3 CDN companies & 1 agency agreement. - Sales totalling approx. \$500,000. - Market study will be undertaken over next two quarters.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :502-HONG KONG

002-FISHERIES,SEA PRODUCTS & SERV.
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

FOOD PROMOTION IN DAH CHONG HONG MARCH THIS YEAR PROVED SUCCESS- C\$2,000,000
FUL. WILL RUN ANOTHER FOOD PROMOTION IN DAH CHONG HONG'S FOOD
SUPERMARKETS (30-35) IN 1988 FOR 8 WEEKS.

FOOD PROMOTION 88 - STARTING MARCH 1,1988,4 JAPANESE SUPERMARKETS C\$ 300,000
,3 HOTELS,2 CHINESE RESTAURANTS,2 WESTERN RESTAURANTS,2 JAPANESE
RESTAURANTS,3 PUBS & FAST FOOD OUTLETS TO RUN A FORTNIGHT CDN
FOOD FEST. DURING SAME PERIOD.

TO ENCOURAGE LOCAL FOOD IMPORTERS TO ATTEND FOOD PACIFIC 88 HELD
IN VANCOUVER ON THEIR OWN EXPENSES.

FOOD & BEVERAGE CANADA 87 PROVED SUCCESSFUL. WE PLAN TO HAVE C\$3,000,000
ANOTHER FOOD FESTIVAL IN 1989.

ORGANIZE AN IN-STORE PROMOTION IN KEY SUPERMARKET CHAINS. C\$ 400,000

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :502-HONG KONG

004-DEFENCE PROGRAMS,PRODUCTS,SERV
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

FOLLOW UP MARKET IDENTIFICATION EFFORTS OF NEW SUPPLIERS INTRODUCED AT HITEC 87. USE HITEC 88 TO IDENTIFY ADDITIONAL NEW SUPPLIERS.

WORK WITH AT LEAST 5 NEW SUPPLIERS IN ATTEMPT TO SECURE CUSTOMERS AND/OR DISTRIBUTORS.

MARKET STUDY FOCUSING ON IDENTIFYING FULL EXTENT OF THE SECTOR, KEY CUSTOMERS/IMPORTERS/AGENTS, AND ANALYSE THE IMPACT OF THE SHIFT OF MAJOR SECURITY ACTIVITIES FROM UK ARMY/NAVY TO POLICE.

ATTEMPT TO SECURE FUNDING FOR STUDY;CONTRACT OUT STUDY AND EVALUATE AND REPORT RESULTS BY MID-1988

IDENTIFY AND INTRODUCE NEW SUPPLIERS TO THE MARKET, AND ASSIST THEM TO ESTABLISH EFFECTIVE DISTRIBUTORSHIPS

INTRODUCE AT LEAST 2 NEW SUPPLIERS

SECURE TDO ASSISTANCE IN INCLUDING HK IN ANY RELEVANT VISITS OR MISSIONS TO THE REGION

HOST AT LEAST ONE SUCH VISIT/MISSION AND USE IT TO HIGHLIGHT CANADIAN CAPABILITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MARKET STUDY TO DETERMINE OPPORTUNITIES FOR CDN. CO.

COMPLETED IN-HOUSE STUDY AND WILL UNDERTAKE MORE IN-DEPTH MARKET STUDY TO IDENTIFY OPPORTUNITIES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :502-HONG KONG

016-INDUSTRIAL MACHIN,PLANTS,SERV.
HONG KONG

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	MARKET STUDY UNDERWAY TO ANALYSE OPPORTUNITIES FOR ENVIRONMENTAL CONSULTANTS IN HK, IDENTIFY MAJOR IMPORTERS OF EQUIPMENT, AND DEVELOP STRATEGY FOR PENETRATING MARKET.	STUDY TO BE COMPLETED IN MARCH 88. STARTEGY PAPER TO BE SUBMITTED BY JUNE 88.
	IDENTIFICATION AND INTRODUCTION OF NEW CONSULTANTS TO MARKET.	INTRODUCE AND ASSIST AT LEAST 3 BY END OF FY 87/88.
	SENSITIZE DEA, OGD AND PROVINCES TO OPPORTUNITIES IN THIS POORLY DEFINED SECTOR.	MEET WITH DRIE, ENVIROCAN, DEA, COUNCIL OF MUNICIPALITIES, SEVERAL PROVINCES
	IDENTIFY AND INTRODUCE NEW CONSULTANTS TO THE MARKET THROUGH (A) ATTENDANCE AND SPEAKING AT LOCAL CONFERENCE (B) SOURCING IN CDA FOR SPECIFIC PROVINCES.	SECURE ATTENDANCE BY CANADIAN AT POLMET 88. SECURE OPPORTUNITY FOR CANADIANS TO BID ON LOCAL CONTRACTS.
	IDENTIFY LOCAL CONSULTANTS PREPARED TO WORK IN JOINT VENTURE WITH CANADIAN FIRMS.	MATCH INTERESTED LOCAL COYS TO APPROPRIATE CANADIAN PARTNERS.
	ATTRACT HIGH PROFILE VISITOR(S) OR MISSIONS TO HK IN COURSE OF REGIONAL TRIP.	AT LEAST 1 SUCH VISIT TO HELP PUBLICIZE CANADIAN TECHNOLOGY

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 SUBSECTOR - ENVIRONMENTAL PROTECTION - SERVICES. IDENTIFICATION OF OPPORTUNITIES FOR LOCAL CONSULTANTS & RAISE PROFILE OF POLMET '88.	CONSULTANTS ARE ACTIVELY PURSUING MKT AS RESULT OF MKT STUDY UNDERTAKEN & CIRCULATED.-HK ENVIRONMENTAL PROTEC'N DEPT. HIGHLY SENSITIZED TO CDN CAPABILITY & INTERESTED IN SEEING CDN. PARTICIPATION IN POLMET '88.
	QUARTER: 2 Increase awareness of Cdn. capability & ensure Cdn. companies considered for local contracts. Utilize Env. Conference POLMET to increase Cdn. profile.	Obtained agreement by local Gov't to consider Cdn. companies considered for tenders. -1 joint proposal submitted for local work. - Obtained co-sponsorship of Canada in POLMET.
	QUARTER: 3 -----	
	QUARTER: 4 -----	

REPORT #5
89/02/08

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

502 - HONG KONG

HONG KONG

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV

CONSUMER ELECTRONICS

INITIATE CONTACTS BASED ON MKT KNOWLEDGE & PERSONAL ACQUAINTANCES (IN & OUT CALLS) TO INCREASE AWARENESS OF INVESTMENT PROGRAM & IDENTIFY POTENTIAL INVESTORS.

5-15% OF CONTACTS WILL INVEST; IMPOSSIBLE TO QUANTIFY IN DOLLARS OR JOBS CREATED IN CDA.

CONSUMER PRODUCTS

APPAREL (CLOTH, FUR, SHOES) TEXT

PURSUDE ACTIVELY ONGOING DIRECT MAIL EXERCISE SECTOR BY SECTOR.

5-25% OF CONTACTS WILL INVEST: DITTO 1

COMM. & INFORM. EQP. & SERV

TELECOMMUNICATIONS (INC SPACE)

ORGANIZE INFORMATION MEETINGS WITH TRADE & INDUSTRIAL ASSOCIATION.

1-10% OF (INDIRECT) CONTACTS WILL INVEST: DITTO 1

SERVICE INDUSTRIES

TOURISM

GIVE INFORMATION ADDRESSES TO MEETINGS OF INFLUENTIAL BUSINESS PERSONS/INDUSTRIALISTS TO INFORM HONG KONG COMMUNITY OF PROGRAM/SERVICES AVAILABLE.

5-10% OF CONTACTS WILL INVEST: DITTO 1

CONSTRUCTION INDUSTRY

ARCHITECT, CONSTRUCT SERVICES

RESPOND TO INITIATIVES BY HONG KONG BUSINESS PERSONS & INDUSTRIALISTS.

15-25% OF CONTACTS WILL INVEST: DITTO 1

NON SECTORALLY ORIENTED ACTIVITIES

INCREASE JOINT INVESTMENT PROMOTION ACTIVITIES WITH PROV. OFFICES CAPITALIZING ON VISITING PROVINCIAL & MAJOR MUNICIPAL REPRESENTATIVES FROM CDA.

SIGNIFICANT BECAUSE OF 2 OR 3 LEVELS OF GOV'T BEING INTERESTED & WORKING TOWARDS CONCLUDING SUCCESSFUL PROJECTS; THIS IS BORNE OUT IN THE PREVIOUS YEAR.

WORK CLOSELY WITH CDN & OTHER LEGAL FIRMS BANKS & ACCOUNTANTS IN HONG KONG WITH A VIEW TO ACCELERATING PROFESSIONAL ASSISTANCE PROVIDED BY THEM TO INVESTORS.

15-20% OF ENQUIRIES PURSUED SHOULD RESULT IN INVESTMENT: DITTO 1:1

HOLD MEETINGS WITH PROFESSIONALS 2.II TO ASSESS PROGRESS OF INVESTMENT ENQUIRIES & TO ENSURE LEVEL OF ASSISTANCE IS EFFECTIVE FREQUENCY IN PROPORTION TO LEVEL OF SUPPORT THEY GIVE TO INVESTMENT PROGRAM. N/A

REPORT #5
89/02/08

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

502 - HONG KONG

HONG KONG

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER	RESULTS REPORTED
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QUARTER : 1	ONE-ON-ONE COUNSELLING OF POTENTIAL INVESTORS; OCCASIONAL SMALL INTERRELATED GROUP MEETINGS; HOSPITALITY; OBTAINING OF DETAILED SECTOR-SPECIFIC INFORMATION; COORDINATION OF ITINERARIES FOR VISITING INVESTMENT-ORIENTED CANADIAN OFFICIALS. LIAISON WITH LOCALLY-BASED CANADIAN AND OTHER PROFESSIONALS SUPPORTING INVESTMENT PROGRAM.	OPENING OF SPECIALIZED (ITLN,FRENCH) FURNITURE SHOWROOM,TRNTO,ONT.,BY TAIWAN FIRM CLAIMING CON-DUIT TO CENTRE OF WEALTH IN IS. CHINESE PROV. (OFFICE REPORTED IN PREVIOUS QURTR).ESTABLISH-MENT OF ASSEMBLY PLANT,ELECTRO. WATCHES & CAL-CULATORS,CUSTOM-MADE IMITA'N JEWELLERY BY HK MFTR,VNCVR,B.C. ACQUISITION OF EXPO 86 SITE (BC PLACE),VNCVR,B.C. BY MAJOR HKONG INTERESTS, ENGENDERING MASSIVE CONSTRUCTION ACTIVITY OVER ENSUING DECADE.
QUARTER : 2	-----	
QUARTER : 3	-----	
QUARTER : 4	-----	

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :521-ISLAMABAD

007-POWER & ENERGY EQUIP. & SERV.
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

UPDATING OF POST'S BRIEFING NOTES ON THE POWER SECTOR

BETTER PREPARATION FOR BUSINESSMEN SEEKING
WAPDA PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1) LOBBYING WITH WAPDA FOR AWARD OF THE WORLD
BANK FUNDED FEASIBILITY STUDY FOR COASTAL COAL
FIRED POWER PLANT.
2) LOBBYING WITH WAPDA FOR AWARD OF TAUNSA LOW
HEAD HYDEL.

1) SHAWINIGAN INTEG WAS AWARDED THE CONTRACT IN
JUNE 1988.
2) POST SUPPORTS THE SOGEX BID FOR AWARD OF
TAUNSA LOW HEAD HYDEL ON A NEGOTIATED BASIS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :521-ISLAMABAD

004-DEFENCE PROGRAMS,PRODUCTS,SERV
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

INVESTIGATION AND REPORTING UPON PAKISTAN ARMY PROCUREMENT
PROCESS.

BETTER KNOWLEDGE ABOUT THE PROCUREMENT
PROCESS LEADING TO BETTER PREPARED
EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 1)POSSIBLE VISIT OF ARMY SIGNAL CHIEF TO CANADA
2)RAST/ASSIST SYSTEMS FOR PAKISTAN NAVY SHIP
3)MBB PROPOSAL TO MINISTRY OF DEFENCE FOR SUPPLY
/ASSEMBLY OF MBB HELICOPTER.

1)ARMY SINGLA CHIEF VISITED CDA ON INVITATION OF
CDN MARCONI CO. POST HELPED TO ARRANGE THE VISIT
2)POST HELPED TO SUBMIT INDAL TECHNOLOGIES RAST
SYSTEM BID TO PAKISTAN NAVY. 3)POST HAS RAISED
SUPPORT FOR MBB AT APPROPRIATE FORUMS DURING CALL

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :521-ISLAMABAD

011-OIL & GAS EQUIPMENT,SERVICES
PAKISTAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REGULARLY CALL ON OIL COMPANY EXECUTIVES IN ISLAMABAD, LAHORE
AND KARACHI.

OBTAIN TIMELY INFORMATION ABOUT PROCUREMENT
OPPORTUNITIES LEADING TO FINAL BID SUBMISSION
BY APPROPRIATE CANADIAN COMPANIES.

UPDATE MISSION BRIEFING NOTES ON THE OIL AND GAS INDUSTRY.

IMPROVED INFORMATION ABOUT LOCAL MARKET FOR
CANADIAN COMPANIES AND GOVERNMENT
DEPARTMENTS.

PREPARE BRIEFING NOTES ON THE PETROCHEMICAL SECTOR IN
PAKISTAN.

COLLECT AND DISSEMINATE INFORMATION ABOUT
THIS SUB-SECTOR FOR THE USE OF CDN COMPANIES
AND GOVT DEPTS. INTERESTED CANADIAN COMPANIES
TO COMPETE FOR BUSINESS.

PROVIDE ASSISTANCE TO NEW CANADIAN COMPANIES INTERESTED IN
GETTING PETROLEUM CONCESSIONS.

STRENGTHEN CANADIAN PRESENCE IN THE LOCAL
MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1)REGULAR CALLS ON OIL COMPANIES.
2)ASSISTANCE TO PETRO CANADA AND HOME OIL.

1)CALLED ON CHAIRMAN,OIL & GAS DEV CORP AND
CHAIRMAN,PAKISTAN OILFIELDS LTD TO PROMOTE CDN
CO. (2)BOTH COS HAVE OBTAINED CONCESSIONS AND
HAVE OPENED OFFICE IN ISLAMABAD.

QUARTER: 2 Prepare briefing notes on the Petrochemical
Sector in Pakistan.

Started gathering information. Will call on key
people in Ministry of Petroleum and Pakistan oil
refineries to find out GOP plans to build new
refinery and hydrocracker.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :521-ISLAMABAD

003-GRAINS AND OILSEEDS
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OILSEEDS

NEGOTIATION OF (A) ADDITIONAL AFGHAN RELIEF AID AND (B) NEW
BILATERAL FOOD AID FOCUSED UPON CANOLA OIL BY CIDA.

OBTAIN ACCEPTANCE IN THE LOCAL MARKET FOR
CANOLA OIL.

FOLLOW-UP WITH LOCAL AGENTS, EDIBLE OIL AND GHEE MILLS AND
GHEE CORPORATION OF PAKISTAN.

OBTAIN EXPORT ORDERS ON A LONG TERM BASIS.

ORGANIZE A PAKISTANI EDIBLE OIL MISSION TO CANADA.

OBTAIN EXPORT ORDERS ON A LONG TERM BASIS.

PREPARATION OF ANNUAL SURVEY OF WHEAT, COARSE GRAINS AND OILSEEDS
MARKETS.

PROVIDE BASIC MARKET INFORMATION TO TGO FOR
DISSEMINATION TO INDUSTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEW BILATERAL FOOD AID FOCUSED ON CANOLA OIL
BY CIDA TO OBTAIN ACCEPTANCE IN LOCAL MARKET FOR
CANOLA OIL.

CIDA & GOVT OF PAKISTAN AGREED IN PRINCIPLE TO
PROVIDE \$35 MIL CANOLA OIL TO THE LATTER OVER A
PERIOD OF 5 YEARS. WILL MONITOR TO ENSURE THAT
IT LEADS TO DEVELOPMENT OF LOCAL MARKET FOR
CANADIAN CANOLA OIL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :521-ISLAMABAD

Prepara'ns for Multilateral Trade Nego'ns mtg (MTN) which was hosted by Govt. of Pakistan in Islmbd fm Oct.01-03,88. Post prepared brief on Cdn commercial for proposed bilateral consulta'ns between Min.Crosbie & his cntrpart Dr.M. Haq. Preparations for Cdn delega'n attending late President Zia's funeral.Delega'n was headed by Ass. Min. for Nat'l Defence, the Hon. Paul Dick.

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POST :505-JAKARTA

011-OIL & GAS EQUIPMENT,SERVICES
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

CONTINUOUS MONITORING OF E. JAVA GAS PIPELINE OPPORTUNITY

ANTICIPATED RESULTS:

CDN. COMPANIES PROVIDED WITH FOCUSED LIST OF OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 CONTINUED ASSISTANCE TO COMPANIES IN GRADUALLY IMPROVING SECTOR.

QUARTERLY RESULTS REPORTED:

DECISION TO GO AHEAD WITH GAS EQUIPMENT AND SERVICES MISSION TO INDONESIA, FOR WHICH PLANNING NOW UNDERWAY AT POST.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :505-JAKARTA

001-AGRI & FOOD PRODUCTS & SERVICE
INDONESIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OVERVIEW OF INDONESIA'S ANIMAL FEEDS, ADDITIVES & SUPPLEMENTS MARKET

BETTER MARKET DEFINITION & ACCESS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :505-JAKARTA

010-MINE,METAL,MINERAL PROD & SRV
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PREPARE REPORT ON GOLD AND COAL SECTORS.

IMPROVED ACCESS BY CDN. FIRMS.

MAILING OF PRODUCT LITERATURE TO GOLD COMPANIES

POSSIBLE DIRECT SALE BY CDN. COMPANIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE AWARENESS OF CANADIAN EXPERTISE IN
MINING SECTOR.

INITIATED PARTICIPATION OF CANADIAN COMPANIES IN
MINING INDONESIA (SCHEDULE FOR SEPT/OCT 88).

QUARTER: 2 Promote awareness of Canadian expertise in
Mining sector.

7 Canadian companies participated in well-
attend Mining Indonesia Show, 27 Sep-01 Oct.88.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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POST :505-JAKARTA

007-POWER & ENERGY EQUIP. & SERV.
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

AWAITING POSSIBLE EDC/CONCESSIONAL FINANCING ESPECIALLY ON MINE
HYDRO.

START \$13.0M

NUCLEAR

ONGOING ASSISTANCES TO AEC & CANADA

VISIT BY MIN. OF SCIENCE & TECHNOLOGY, HABIBIE TO CANADA.

CONVINCE HABIBIE OF CDN. ABILITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :505-JAKARTA

016-INDUSTRIAL MACHIN,PLANTS,SERV.
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

SEMINAR & TECHNICAL PRESENTATIONS

INCREASED SUPPLY OF CDN. INDUSTRIAL MACHINERY
TO INDONESIA.

STUDY ON CDN. INDUSTRIAL MACHENERY, PLANT & SERVICES
CAPABILITY & VIABILITY.

GREATER MARKET ACCESS DOWNSTREAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :505-JAKARTA

005-COMM. & INFORM. EQP.& SERV
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

CONYINUED PROMOTION THROUGH GOI CONTACTS OF CDN. CAPABILITIES

CONTINUALLY INCREASING MARKET SHARE

TELECOMMUNICATIONS (INC SPACE)

PROMOTION OF CDN. SYSTEMS MANAGEMENT CAPABILITIES

GREATER MARKET ACCESS DOWNSTREAM FOR CDN.
EQPT. & EXPERTISE

PROMOTION OF CDN.TRAINING CAPABILITIES

SENSITIZATION OF DG POSTEL/PERUMTEL OFFICIALS
TO CDN. TELECOMS CAPABILITY

CONTINUING VISITS TO CDA.OF SEINOR DG POSTEL & PERUMTEL
OFFICIALS

GREATER AWARENESS OF CDN. CAPABILITIES

COMPUTERS, SOFTWARE & SYSTEMS

SEMINARS & PHYSICAL DEMONSTRATIONS

INCREASED OPPORTUNITY TO WIN TENDER

CIDA SHOULD PROVIDE MORE FINANCING BACK-UP TO INDONESIA

INCREASE OPPORTUNITY TO WIN TENDER

FINANCIAL BACKUP SHOULD BE MORE IN THE FORM OF SOFT LOANS OR
GRANTS.

INCREASE OPPORTUNITY TO WIN TENDER

SEMINARS & PHYSICAL DEMONSTRATIONS

INCREASE OPPORYUNITY TO WIN TENDER

CONVINCE CIDA TO PROVIDE MORE SOFT LOANS & GRANTS TO
INDONESIA

INCREASE OPPORTUNITY TO WIN TENDER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO ASSIST COMS IN PURSUIT OF TELECOMS
PROJECTS - CONTINUE TO ASSIST COS IN PURSUIT OF
AERIAL SURVEY/REMOTE SENSING ACTIVITIES,THROUGH
LIAISON WITH GOI AND MONITORING OF IBRD & ADB
PROJECTS.

EDC OFFERED CONCESSIONAL FINANCING IN SUPPORT OF
CDN MARCONI TELECOMS PROP TO PERUMTEL. - TSI TE-
LECCOMS PROJ(OUTSIDE PLANT & IMS)CLOSER TO FRUI-
TION. - POST REP REINFORCED CDN COS PRESENCE AT
3RD SOUTHEAST ASIAN SURVEY CONGRESS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
89/02/09

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :505-JAKARTA

Visit to Canada by Indonesian Minister of Science and
Technology, Prof. Dr. Ing. B.J. Habibie.

POST :511-KUALA LUMPUR

005-COMM. & INFORM. EQP.& SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

MAINTAIN ACTIVE CONTACT WITH PRINCIPAL USERS OF REMOTE SENSING SYSTEMS TO DEVELOP AWARENESS OF EMERGING NEEDS & AREAS OF OPPORTUNITY.

REINFORCE CDN IMAGE AS TECHNOLOGY LEADER. ALERT POTENTIAL CDN SUPPLIERS ON UP-COMING PURCHASE PLANS

PROMOTE INFORMATION EXCHANGE & CO-OPERATION ACTIVITIES BETWEEN CDN CENTRE FOR REMOTE SENSING & RELATED CDN INSTITUTIONS & COUNTERPART MALAYSIAN ORGANIZATIONS.

ESTABLISH STRONG BILATERAL RELATIONSHIP & FACILITATE TECHNOLOGY TRANSFER.

SUPPORT CDN COMPANIES IN PROJ. PROPOSAL TO MIN OF SCIENCE TECHNOLOGY & ENVIRONMENT.

CDN COMPANIES AWARDED CONTRACT FOR GEO CODED IMAGE CORRECTION SYSTEM AND CONTRACTED TO PROVIDE TECHNICAL TRAINING PROGRAM IN MALAYSIA.

ENSURE CIDA S&T MISSION TO MALAYSIA
ADDRESS THEME OF CDA/MALAYSIA CO-OPERATION IN FIELD OF REMOTE SENSING

HEIGHTENED EXPOSURE OF CDN TECHNOLOGY & SERVICES. CDN FIRMS INCLUDED ON NEGOTIATED TENDERS TO BUY REMOTE SENSING EQPT.

MAKE PRESENTATION TO MALAYSIAN PLANNING ASSOC. ON APPLICATION OF REMOTE SENSING TO CROP FORECASTING

TELECOMMUNICATIONS (INC SPACE)

FOLLOW-UP ON COMMUNICATIONS OPPORTUNITIES IDENTIFIED IN THE TELECOMMUNICATIONS EQPT. & SERVICES MKT. STUDY.

IDENTIFY 5 NEW AGENTS FOR CDN. COS. INCREASED SALES OF TELECOM.EQPT. TO MALAYSIAN PRIVATE SECTOR.

FOLLOW-UP WITH MALAYSIAN PARTICIPANTS ON INCOMING RURAL TELECOM. MISSION.

DETERMINE STATUS OF PURCHASE PLANS FOR ITEMS OF INTEREST IDENTIFIED DURING MISSION. IDENTIFY LOCAL AGENTS TO REPRESENT CDN. FIRMS FOR SALE TO STM.

MEET WITH SENIOR DECISION MAKERS IN RADIO TV MALAYSIA TO PROMOTE CDN. EXPERTISE & ASSES RELEVANCE OF INCOMING MISSION TO CDA.

DETERMINE EQPT. ACQUISITION PLANS & ADVISE CDN. INDUSTRY. EDUCATE MALAYSIAN BUYERS ABOUT CDN. PRODUCTS.

ASSESS MKT FOR DATA COMMUNICATIONS PRODUCTS & IF MERITED ORGANIZE DATA COMMUNICATIONS INCOMING MISSION TO CDA.

IDENTIFY GOVT. & INDUSTRY EQPT. BUYERS & NATURE OF THEIR REQUIREMENTS & SECURE THEIR PARTICIPATION ON MISSION.

ENCOURAGE PROVINCIAL TRADE MISSIONS TO INCLUDE TELECOM.PROD. MANUFACTURERS

INCREASE MALAYSIAN EXPOSURE TO CDN. TECH. & SERVICES.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :511-KUALA LUMPUR

005-COMM. & INFORM. EQP.& SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

INITIATE PROGRAM OF CALLS ON BANKS, MULTI-NATIONAL CORPS,
& STM TO PROMOTE SATELLITE SYSTEMS FOR BUSINESS & RURAL
TELEPHONE NEEDS.

PREPARE SHOPPING LIST OF OPPORTUNITIES FOR
CDN. SUPPLIERS.
INCREASED PRESENCE OF CDN.PRODUCTS/SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE CDN REMOTE SENSING TECHNOLOGY & SERVICES
. ENHANCE EXPOSURE OF MLSIANS TO CDM COMMUNICA-
TIONS TECHNOLOGY; DETERMINE ACQUISITION PRIORI-
TIES OF MALAYSIAN TELEVISION NETWORKS.

MDA AWARDED \$1 MN CONTRACT TO SUPPLY WEATHER MO-
NITORING SYST;BERCHA SUBMITTED PROPOSAL TO TRAIN
STAFF OF NEW REMOTE SENSING CENTRE;STM CHAIRMAN
ATTENDED TEMIC COURSE;BCI AWARDED \$13 MN CASS
ROLLOUT PROJ;ALERTED CDN FIRMS TO TV STUDIO DEVP

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :511-KUALA LUMPUR

001-AGRI & FOOD PRODUCTS & SERVICE
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ACTIVE FOLLOW-UP WITH MEMBERS OF MALAYSIAN LIVESTOCK MISSION.
ON-GOING SUPPORT FOR TECHNICAL COLLABORATION WITH LIVESTOCK
AUTHORITY & INDUSTRY ASSOC.& PROM OF BREEDING STOCK

20%INCREASE IN SALES OF SWINE BREEDING STOCK.
ESTABLISH CDN REPUTATION AS LEADER IN GENERIC
ENGINEERING & EXPAND INSTITUTIONAL CO-OP

FOLLOW UP WITH MALAYSIAN PARTICIPANTS IN ASEAN FOOD PACKAGING
TOUR & CDN COS THEY MET.

INCREASE AWARENESS OF CDN CAPABILITY IN THIS
SECTOR & EVENTUALLY ESTABLISH CDN PRESENCE IN
MALAYSIAN MARKET.

CONTINUE TO PROMOTE CDN FEED INGREDIENTS WITH LOCAL FEEDMILLERS

GAIN GREATER ACCEPTANCE OF CDN FEED
FORMULATIONS & IMPROVE SALES PERFORMANCE

HOLD "CANADA FOOD FAIR"IN CO-OPERATION WITH LEADING SUPERMARKET
CHAIN TO PROMOTE A WIDE VARIETY OF CDN FOODS.

HEIGHTEN AWARENESS OF CDN FOOD PRODUCTS.
IDENTIFY
NEW LOCAL DISTRIBUTORS TO HANDLE CDN FOOD
PRODUCTS & THUS INCREASE SALES

PROMOTE AVAILABLE CDN UNIVERSITY & TECHNICAL TRAINING PROGRAMS
IN AGRICULTURE SECTOR

INCREASE NO. OF GOVT. SPONSORED STUDENTS
ATTENDING
CDN UNIVERSITIES. IDENTIFY PRIORITY AGRICULT
TRAINING NEEDS & ALERT CDN INDUSTRY.

MEET WITH PRINCIPAL MALAYSIAN PLANTATION COS TO PROMOTE SOURCING
OF CDN AGRICULTURE EQPT.,TECHNOLOGY & SERVICES.

DEMONSTRATE APPLICATIONS OF CDN HIGH TECH
TO AGRICULTURE SECTOR PROMOTE HERBICIDES,
PESTICIDES AND SPRAYED EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT GREATER TECHNICAL COLLABORATION WITH
LIVESTOCK AUTHORITY AND PROMOTE NEW SALES OF
BREEDING STOCK;IMPLEMENT PLAN TO MARKET CDN FOOD
PRODUCTS.

TECHNICAL DAIRY SEMINAR TO BE HELD IN KL IN OCT.
VISIT OF LEONG SIN NAM FARM TO MTL LED TO PUR-
CHASE OF \$40,000 OF BREEDING SWINE. CDN SWINE
SEMINAR PLANNED FOR JAN'89;CDA FOOD FAIR SET FOR
FEB & IN STORE PROMOTION PLANNED WITH LARGEST

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :511-KUALA LUMPUR

007-POWER & ENERGY EQUIP. & SERV.
MALAYSIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST CDN COS BIDDING ACCELERATED TRANSMISSION PROJ.& VARIOUS
PROJS.FUNDED UNDER ADB & IBRD.

ESTABLISH INITIAL CDN EQPT SALES IN POWER
SECTOR.CDN CONSORTIUM AWARDED CONSULTING
CONTRACT FOR 275KV TRANSMISSION PROJ.

SUPPORT AECL MARKETING INIATIVES WITH PUSPATI RELATED TO TENDER
FOR FOOD IRRADIATOR & COBALT 60 SALES

AECL AWARDED GAMMA IRRADIATOR CONTRACT

PROMOTE CANADIAN COAL SUPPLIERS WITH NEB

NEB TO PURCHASE 10% OF COAL REQUIRMENTS FOR
PORT KLANG THERMAL POWER PLANT FROM CDA

FOLLOW UP WITH PARTICIPANTS ON ASEAN POWER TRANSMISSION & DIST.
MISSION TO CDA TO IDENTIFY SALES PROSPECTS WITH MOST PROMISE.
ENCOURAGE MORE PRO ACTIVE MARKETING BY CDN SUPPLIERS.

GREATER KNOWLEDGE OF MALAYSIAN MKT. BY CDN.
SUPPLIERS;AT LEAST 4 CDN COS WHO PARTICIPATED
IN INCOMING MISSION VISIT MALAYSIA.

PRIORITY TRADE PROMOTION ACTIVITIES TO MARKET CDN CAPABILITIES
WITH SABAH ELECT BD(SEB) & SARAWAK ELECT SUPPLY CORP.(SESCO)

TRADE COMMISSIONER TO VISIT SEB,SESCO & LOCAL
INDUSTRY TO IDENTIFY NEW PROJS.;CDN COS INCL
MEETINGS WITH SERB,SESCO DURING VISITS TO
MALAYSIA.

PROMOTE INFORMATION EXCHANGE BETWEEN CDN & MALAYSIAN UTILITIES
RELATED TO REGULATORY POLICIES,OPERATIONS,HUMAN RESOURCE DEV
ETC.

INCREASE MALAYSIAN FAMILIARITY WITH PROV.
UTILITIES LEADING TO INSTITUTIONAL CO-OP
& SALE OF SERVICES.(OPERATIONAL,MAINTENANCE,
TRAINING)

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE MORE PROACTIVE MARKETING BY CDN EQUIP
AND SERVICES SUPPLIERS;FOCUS TRADE PROMOTION EF-
FORT ON SABAH & SARAWAK ELECTRICITY CORPNS;SUP-
PORT AECL MARKETING ACTIVITIES WITH PUSPATI;PRO-
MOTE STRONGER BILATERAL RELATIONS IN ENERGY SECT

10 CO ELECTRICAL EQUIP MISSION SCHEDULED FOR
SEPT;NEGOTIATIONS UNDERWAY WITH HQI FOR \$1MN EN-
GINEERING SERVICES FOR SABAH SCADA SYSTEM;AECL
AWARDED \$1MN CONTRACT FOR GAMMA IRRADIATOR;MLSIA
ENCOURAGED TO PARTICIPATE IN WEC 89 IN MTL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :511-KUALA LUMPUR

008-TRANSPORT SYS,EQUIP,COMP,SERV.
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO PROVIDE SUPPORT TO CDN CO & THEIR LOCAL AGENT IN THEIR PURSUIT OF MAS CONTRACT FOR REPLACEMENT OF EXISTING F-27 AIRCRAFT.

MAINTAIN CDN CO AS CONTENDER AGAINST TOUGH BRITISH & DUTCH COMPETITORS.

ASSISTING CANADIAN CONSULTANTS IN THEIR EFFORT TO SECURE CONSULTING CONTRACTS WITH RAILWAYS.

EXPAND CANADIAN CONSULTANTS' PRESENCE IN RAILWAYS & POSITION THEM FOR DOWNSTREAM WORK AS PRIVATIZATION PROCEEDS.

ASSIST CANADIAN CO IN ITS EFFORT TO INTRODUCE THEIR LOCOMOTIVES INTO MALAYSIA

WIN CONTRACT FOR SUPPLY OF SHUNTERS & SPARE PARTS.

WORK WITH CANADIAN COMPANIES TO IDENTIFY UPCOMING TRANSPORTATION RELATED PROJECTS STEMMING FROM NATIONAL TRANSPORT STUDY.

POSITION CONSULTING COS TO OFFER EQPT. & SERVICES AHEAD OF COMPETITORS.

PROMOTE CDN. MADE AVIONICS,NAVAIDS & ATC EQPT.. FOLLOW-UP ON COMMERCIAL OPPORTUNITIES IDENTIFIED IN THE AEROSPACE PRODUCTS & SERVICES MARKET STUDY

INTRODUCE CDN. SUPPLIERS TO THE MARKET & HELP THEM PURSUE POST RECESSION OPPORTUNITIES.

ASSESS INTEREST ON PART OF RAILWAYS,AIRLINES & BUS CO\$ IN ACQUIRING HEAVY DUTY CLEANING MACHENERY FOR ENGINES & PARTS

HELP CDN. SUPPLIERS OF SUCH MAC HINERY INTRODUCE THEIR EQPT.TO MALAYSIA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALES OF CDN EQUIPMENT AND SERVICES TO RAILWAYS; IDENTIFY AEROSPACE UPGRADE PROGRAM AND ALERT CDN FIRMS TO PURCHASE PLANS FOR AVIONICS, ATC SYSTEMS AND FIRE FIGHTING VEHICLES.

GM CDA AWARDED C\$2MN CONTRACT FOR SHUNTING LOCOS ;CPCS COMPLETED FREIGHT COSTING STUDY;LAVALIN COMPLETED FIRST PHASE OF NAT'L TRANSPORT STUDY & BIDDING ON PHASE II;RAYTHEON INVITED TO GIVE SEMINAR TO DCA,CMC,NORDIC & WALTEK BIDD.UPCOMING

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :511-KUALA LUMPUR

004-DEFENCE PROGRAMS, PRODUCTS, SERV
MALAYSIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO IDENTIFY NEW CAPABLE AGENTS WITH SUCCESSFUL TRACK RECORDS TO REPRESENT CDN. DEFENCE PRODUCT MANUFACTURERS.

EXPAND LIST OF QUALIFIED AGENTS.
INCREASE CHANCES OF SUCCESS IN FUTURE MIN. OF DEFENCE TENDERS.

MAINTAIN ON-GOING LIAISON BETWEEN MIN OF DEFENCE, TO RESOLVE RDF CONTRACT DISPUTE.

TERMS & CONDITIONS OF CONTRACT FULFILLED TO SATISFACTION OF BOTH SIDES & RDF SYSTEMS OPERATIONAL.

FOLLOW-UP ON CDN. DEFENCE CHIEF GEN. MANSON VISIT TO MALAYSIA.

STRENGTHEN CDN./MALAYSIAN DEFENCE RELATIONS.

FOLLOW-UP ON BEHALF OF CDN. PARTICIPANTS AT DSA 88 & SECURE MALAYSIAN CONCURRENCE FOR UPCOMING DEFENCE MISSION.

INTRODUCE SENIOR ARMED FORCES PERSONNEL TO CROSS SECTION OF CDN. DEFENCE PRODUCTS.
ESTABLISH INTERPERSONAL LINK BETWEEN HIGH LEVEL RANKING OFFICERS OF ARMED FORCES.

FOLLOW-UP RCMP EOD TRAINING COURSE PROVIDED TO ROYAL MALAYSIAN POLICE FORCE OFFICERS.

INCREASE SALES OF EXPLOSIVE ORDINANCE DISPOSAL EQPT.

ASSIST CDN CO IN ITS MARKETING EFFORT TO SECURE SALES OF CRV 7 ROCKETS.

ESTABLISH CANADA AS BEST & MOST DÉPENDABLE ROCKET SUPPLIER & SECURE CONTRACT ONCE FUNDS PERMIT TENDER.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENHANCE CDN PRESENCE THROUGH ESTABLISHMENT OF NEW AGENCY AGREEMENTS. FOLLOW UP ON COMMITMENTS MADE DURING GENERAL MANSON VISIT. PROMOTE SOURCING OF CDN SECURITY PRODUCTS FOR CHOGM.

SENSTAR & BENDIX AVELIX APPOINTED LOCAL AGENTS; CDN FORCES ATTACHE TO BE POSTED TO KL TO COVER ASEAN COUNTRIES; INCOMING DEFENCE MISSION FIRMED UP FOR NOV; CCC PUTTING TOGETHER CONSORTIUM TO SUPPLY MLSIAN SECURITY PROD REQUIR'T FOR CHOGM.

QUARTER: 2 Follow up on commitments made during CDS General Manson visit to K.L.; promote EOD sales for CHOGM; assist Bristol Aerospace CRV7 marketing effort; introduce new defence products to MINDEF

Def. Attache arrived Aug; Chief of Army leading miss. to Cda 1 Nov; SMO Exec. Dir. briefing RMP on CHOGM security prod. reqmts; Chief of Air Force confirmed attendance at Bristol Aerospace fire power demo; Leigh, Litton briefed Mindef on prods.

QUARTER: 3 -----

QUARTER: 4 -----

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :511-KUALA LUMPUR

Canadian Manufacturers Association participation at
Malaysian International Fair - MIF 88.
Incoming Ontario Tobacco Mission.

Disaster Recovery Planning Seminar presented by Corporate
Business Systems Inc.
Reassignment of High Commissioner.

Food Pacific 88 - Incoming Malaysian Delegation.

Visit of Senator Guy Charbonneau, Speaker of the Senate of
Canada.
Incoming Food Buyers Mission.

Electrical Equipment Mission.

Canadian International Trade Statistics Seminar.

DPB Western High Technology Export Conference.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :503-MANILA

007-POWER & ENERGY EQUIP. & SERV.
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW RELEASE OF TENDER DOCS OF ADB THIRD POWER LOAN TO NPC &
MONITOR DEVELOPMENTS OF 2X55MW BACON MANITO GEOTHERMAL PLANTS &
REPORT TO CDN SUPPLIERS

SOME CDN PARTICIPATION IN BOTH PROJS.

CLOSELY MONITOR CALACCA II COAL-FIRED THERMAL POWER PLANT
DEVELOPMENTS, SIMIRARA COAL & ROCKWELL REHABILITATION PROJS
& ADVISE CDN COS.

POSSIBLE CDN PARTICIPATION IN; BOILER ISLAND
(CALACCA II) \$60-\$100M; CONSULTING SERVICES
\$1-\$2M; ROCKWELL REHAB. \$120M

FOLLOW UP TO ONE INCOMING & ONE OUTGOING MISSION IN POWER
SECTOR IN 1987

BETTER AWARENESS OF CDN CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 EXPEDITE DECISION ON ROCKWELL REHAB. PROJECTS/
SNC - SUPPORT CDN COS PURSUING CALACA II & ADB
POWER PROJ AT NPC. - SEND OIL & GAS CONTACT TO
NPS & UPDATE REPORT ON SECTOR.

MET SEC CONCEPCION OF DOTC TO SOLICIT HIS SUPP-
ORT IN CABINET FOR THIS PROJ. - STILL AWAITING
DECISION ON CALACA II EN'G/CONSUL CONTRACT BUT
RUMOR IS THAT NENJEC/MONENCO SELECTED. - ASSIST
IMPERIAL RAND IS GETTING EDC SUPPORT FOR PUMPS.

QUARTER: 2 Support Cdn cos pursuing Rockwell, Calaca II,
Semirara & other power related projects.
Organized incoming Electrical Power Mission.

Rockwell proj. appears to be dead. Intervened with
NPC Chairman in support of Monenco bid on Calaca
II. Advised Monenco on approach. Intervened w/OECF
to urge their support in expediting Monenco/
Nujek proposals. Met with Pres. of Semirara to

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :503-MANILA

005-COMM. & INFORM. EQP.& SERV
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

COORDINATION WITH CIDA FOR ALLOCATION OF COMPONENT OF BILATERAL
AID PROGRAM DEVOTED TO TELECOMMUNICATIONS

\$5-\$10M IN EQPT & SERVICES CONTRACTS

MAINTAIN CLOSE CONTACTS WITH MOTC, NTC, BUTEL, PLDT, PAFTEL
MEMBERS & OTHER PRIVATE SECTOR COS.MONITOR & REPORT ALL POLICY
& STRUCTURAL CHANGES.

EARLY IDENTIFICATION OF EXPORT OPPORTUNITIES
FOR TRANSMISSION TO CDN EXPORTERS

DISTRIBUTE ADDITIONAL "TELECOMMUNICATIONS PRODUCTS FOR WORLD
MARKETS" TO POTENTIAL CLIENTS

INCREASED AWARENESS OF CDN. CAPABILITIES.

PREPARE REPORT ON TELECOM SECTOR & OPPORTUNITIES IN PREPARATION
FOR TELECOM MISSION & SEMINAR IN NOV. 88.

ENCOURAGE CDN. PARTICIPATION IN MISSION &
STIMULATE INTEREST IN PHILIPPINE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE ESTABLISHMENT OF CIDA/EDC LOC FOR SECTOR
. - SUPPORT NT/SRT/CDA WIRE & CABLE RURAL TELE-
COM PROJ IN MINDANAO. - SUPPORT ATLAS/GEST SUB-
CONTRACT BID W/ATT FOR PLDT EXPANSION PROGRAM.

MET WITH NEWLY ARRIVED ATLAS/GEST RESIDENT MGR
& ASSISTED IN ESTABLISHING LOCAL CO. - MET WITH
SEC OF DOTC & CIDA COUNSELLOR & EDC TO EXPEDITE
LOC/MECHANISM. - AMB/TRADE & CIDA OFFICER MET
WITH SEC REYES DOTC TO PUSH THIS PROJECT.

QUARTER: 2 Support Canadian bids for Misortel and PLDT-X5.

Monitored situation & maintained close liaison
with co representatives, but no action
requested. Appears that Misortel bid lost to
Koreans.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :503-MANILA

999-MULTIPLE SECTORS
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETION OF DATA INPUT TO COMPUTER BASED PROJECT TRACKING SYSTEM.

BETTER & MORE TIMELY INFORMATION ON PROCUREMENT OPPORTUNITIES TO REGIONAL POSTS AND CDN EXPORTERS & CONSULTANTS.

COMPLETION OF BROCHURE OUTLINING SERVICES PROVIDED BY EXTOTT AND POST TO ASSIST CANADIAN COMPANIES IN PURSUING ADB PROCUREMENT.

MORE CANADIAN COMPANIES SEEKING ASSISTANCE; TAKING AN INTEREST IN ADB PROJECTS.

CONTINUED EFFORT TO STRENGTHEN CONTACTS AT ADB.

TO OBTAIN MORE DETAILED & TIMELY INFO ON PROJECTS OF PARTICULAR INTEREST TO CDN COS. AND TO RESOLVE PROBLEM PROJECTS.

PERSUADE BANK TO INCLUDE CANADIAN CITIES IN ANNUAL PROCUREMENT SEMINARS PROGRAM.

INFORM MORE CANADIAN COMPANIES OF OPPORTUNITIES AND HOW TO PURSUE.

INCREASED CONTACT/LIAISON WITH CO-FINANCING UNIT AND PRIVATE SECTOR DIVISION

GREATER BANK AWARENESS OF CANADIAN INTEREST IN CO-FINANCING OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Prompt response to enquiries;arranging mtgs at ADB for Cdn exporters;issuing tender alerts and providing background info. on upcoming proj. Organiza'n of ADB Seminar series and preparation of background paper on ADB procurement.

Srvcd some 280 requests for info. & mtgs;issued 56 tender alerts on upcoming projects to some 300 cos. Carried out sem. in Clgry,Vncvr & Trnto which attracted over 200 co. participants.Prepared & distr background paper on ADB bid proc.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :503-MANILA

001-AGRI & FOOD PRODUCTS & SERVICE
PHILIPPINES

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAIN CLOSE CONTACT WITH NFAC & MAJOR UREA TRADERS TO DETERMINE FURTHER MARKET INTEREST & CO-OPERATE WITH CIDA RE POSSIBLE BOP AID IN FORM OF UREA.

POSSIBLE ADDITIONAL UREA SALES.

CONTINUED CLOSE LIAISON WITH SWINE BREEDERS & ENCOURAGE & ASSIST THEIR TRAVEL TO CANADA.MAINTAIN CLOSE CONTACTS WITH FEED MILLERS.

CONTINUING SALES(200-300 HEAD/YR)& POSSIBLY CANOLA MEAL AS FEED COMPONENT.ADDITIONAL FEED WHEAT FEED BARLEY SALES

FOLLOW UP ASEAN FOOD PACKAGING & PROSSESSING MISSION TO CANADA IN FALL 87.

INTRODUCTION OF ONE OR MORE CANADIAN SUPPLIERS TO MARKET.

MONITOR CLOSELY POLICIES OF THE DEPT. OF AGRICULTURE ON POSSIBLE 10M CATTLE RESTOCKING PROGRAM.

POSSIBLE MARKET FOR 1600 HEAD OF CATTLE PER YEAR

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ORGANIZE VISITS TO ONT PORK CONGRESS & SWINE PRODUCERS/EXPORTERS. - ASSIST BC TREE FRUITS TO SELECT LOCAL DISTRIBUTOR & REPORT ON MKT DEVELOPMENTS. - SUPPORT CIDA'S COMMODITY GRANT PROGRAM(FERTILIZERS).

15 PHIL SWINE GROWERS TRAVELLED TO ONT PORK CONGRESS & MADE SEPARATE TOURS TO CDN SWINE FARMS. -B.C.TREE FRUITS NAMED DISTRIBUTOR.1ST SHIPMENT ON THE WAY. - CONTRACT FOR 14,000 M TONS OF UREA AWARDED TO ESSO CHEMICALS.

QUARTER: 2 Assisted Cdn Swine merchants in developing business. Assisted Cdn dairy suppliers in finding possible market.

Assisted in the organization of 2 separate buying missions to Canada. Resulted in a sale of Cdn \$1.3M to Nestle Phil. of skimmed milk powder.

QUARTER: 3 -----

QUARTER: 4 -----

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :503-MANILA

Quebec Incoming Mission Qug 25-29, 1988.

Incomin Electrical Power Mission Sept. 20-24, 1988.

Statistics Canada Seminar Sept. 25, 1988.

Reported/Commented on 6 CIDA Inc. Proposals.

Recruitment of candidates for CCC Tech Transfer Seminar in
Jaipur.

Organization and Implementation of ADB Seminars.

Participation in Western Hitec 88.

Preposting briefings Ottawa, Winnipeg, Montreal, Toronto,
Edmonton, Calgary and Vancouver.

Outgoing Tobacco Mission August 1988.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :532-MELBOURNE

005-COMM. & INFORM. EQP.& SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FOLLOW UP REQUIRED ON DECEMBER COMPUTER/COMMUNICATIONS MISSION.

FINALISATION OF SALES ETC. DISCOVERED DURING MISSION.

COMPILE REVIEW OF FORECASTED DEVELOPMENTS BY TELECOM AUSTRALIA & OTC FOR DISTRIBUTION TO CANADIAN COMPANIES.

THIS WILL ENHANCED OUR AWARENESS OF OPPORTUNITIES AND PROVIDE OPENINGS FOR CANADIAN MANUFACTURERS.

ANALYSE/COMPILE REQUIREMENTS FOR PRIVATE SECTOR NETWORKS INDEP. OF TELECOM.

DITTO. (THIS AREA IS GROWING YET MUCH POTENTIAL REMAINS UNEXPLORED.

COMPUTERS, SOFTWARE & SYSTEMS

FOLLOW UP TO COMPUTER/COMMUNICATIONS MISSION.

TO FINALISE SALES OPPORTUNITIES DISCOVERED DURING MISSION AND TO IDENTIFY NEW AREAS OF INTEREST.

FOLLOW UP TO REMOTE SENSING STUDY SPECIALLY IMAGE PROCESSING SOFTWARE.

TO IDENTIFY FUTURE AREAS OF COLLABORATION BETWEEN CANADIAN AND AUSTRALIAN IMAGE PROCESSING SYSTEM MANUFACTURERS.

TO IDENTIFY SPECIFIC SECTORIAL REQUIREMENTS FOR CANADIAN SOFTWARE I.E. MINING, MEDICAL AND NETWORK MANGEMENT SOFTWARE, IMAGE PROCESSING SOFTWARE (REMOTE SENSING).

TO IDENTIFY NICHE MARKETS OFFERING GOOD POTENTIAL FOR CANADIAN TECHNOLOGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONTARIO TRADE MISSION - NEW ZEALAND/AUSTRALIA

ALTHOUGH MISSION FOCUS WAS N.ZEALAND, POST ARRANGED INDIVIDUAL APPOINTMENTS FOR MISSION MEMBERS. ISOLATION SYSTEMS IDENTIFIED SEVERAL PROBABLY CUSTOMERS FOR THEIR DEFENCE SURVEILLANCE EQPT. ASSESSMENT DEV GRP IDENTIFIED REP.

QUARTER: 1 NORTHERN TELECOM PACKET SWITCHING CONTRACT

POST ASSISTED NT PERSONNEL IN MONITORING, ARRANGING APPOINTMENTS TO PROMOTE NT BID FOR CDN \$75 MIL CONTRACT. RESULT TO DATE IS THAT NT IS CURRENTLY SHORTLISTED WITH RECOMMENDATION/DECISION EXPECTED IN AUGUST.

QUARTER: 2 Northern Telecom Packet Switching Contract.

Expected contract between \$50-70 million now due in the next month or so. Our extensive lobbying with telecom also involving the High Comm. has been helpful. Northern Telecom rep who might be optim.now says they have 90% chance of win.bid.

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :532-MELBOURNE

008-TRANSPORT SYS,EQUIP,COMP,SERV.
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IN CONJUNCTION WITH THE AUTOMOTIVE INDUSTRIES ASSOCIATION OF CAN-
ADA PROMOTE INCOMING BUYERS TO THE 1988 CIA SHOW.

REPRESENTATION IN AUSTRALIA OF ADDITIONAL
CANADIAN AUTO PART MANUFACTURERS.

AEROSPACE

RESCHEDULE AEROSPACE MISSION DUE IN 4/88 (SEE DEFENCE PROFILE)

SALES OF EQUIPMENT TO AUSTRALIAN F18 PROGRAM,
SALES OF CHALLENGER AIRCRAFT.

ASSIST CONAIR IN EXPANSION OF AIRCRAFT MERKETING IN POST TERRI-
TORY.

TO ASSIST IN EXPANSION OF CURRENT MARKETING
EFFORTS AND SALES OF 3 AIRCRAFT.

PREPARATION WITH CONAIR LTD. FOR DEMONSTRATION TOUR OF FIRE
FIGHTING AIRCRAFT/EQUIPMENT.

TO ASSIST IN MARKETING CONAIR PRODUCTS IN
AUSTRALIA AND SALES OF 3 AIRCRAFT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 International Polar Technology Conference (SCAR)

Despite some tricky logistics problems Canadian
participation was highly successful in expanding
opportunities for sale of Canadian Polar goods
and services. Separate report sent to Ottawa.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :532-MELBOURNE

009-FOREST PRODUCTS,EQUIP,SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

TIMBER FRAME CONSTRUCTION STUDY GROUP NOVEMBER 1987 FOLLOW-UP

EASING OF BUILDING CODE RESTRICTIONS ON MULTI-STOREY STRUCTURES. PROVIDING THE OPP. FOR CDN LUMBER INDUSTRY TO EXPAND SALES BY 15%.

VISIT BY CANADIAN TECHNICAL EXPERTS AS FOLLOW UP TO TIMBER FRAME GROUP.

CHANGES TO BUILDING CODES TO ALLOW MULTI-STOREY WOOD CONSTRUCTION AND INCREASES CDN LUMBER SALES BY 15%.

TO MONITOR AND REPORT ON PROPOSED INITIATIVES TO MODERNIZE AND EXPAND AUSTRALIAN PULP & PAPER INDUSTRY.

IDENTIFICATION OF OPPORTUNITIES FOR CANADIAN FIRMS AND SALE OF \$40-80 MIL.

EQUIPMENT AND MACHINERY

VISITS TO MILLS AND FORESTRY OPERATIONS, PENETRATION OF SECTORAL STUDIES.

TO OBTAIN EARLY ADVICE ON PLANNED PROJECTS AND ALERT CANADIAN SUPPLIERS.

ATTEND MAJOR INDUSTRY CONFERENCES E.G. APPITA'88 IN HOBART, TASMANIA.

BROADEN CONTACT BASE, GATHER MARKET INTELLIGENCE.

FOLLOW UP VISIT OF EDC REPRESENTATIVES IN OCT. '87 ON MAJOR PROJECT FINANCING.

IMPROVE OPPORTUNITIES FOR CANADIAN EQUIPMENT IN FINANCE PACKAGE.

DEVELOP LIST OF MAJOR PROJECTS IN FORESTRY SECTOR.

ENHANCE CANADIAN SUPPLIERS POSITION.

INVESTIGATE PROSPECTS FOR NEW HIGH TECHNOLOGY PRODUCTS IN LOG HANDLING AND CONVERSION.

IDENTIFY NEW BUSINESS FOR CANADIAN EXPORTERS.

STUDY CURRENT LAND MANAGEMENT, SILVCULTURE PRACTICES.

DETERMINE NEW OPPORTUNITIES FOR CANADIAN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCOMING BUYERS MISSION

POST ARRANGED PULP & PAPER INDUSTRY VISITORS TOUR OF CDN MANUFACTURERS/SUPPLIERS. RESULTS INCLUDE IDENTIFICATION OF EQPT SALES POTENTIAL TO AUSTRALIA PLUS BETTER AWARENESS OF CDN EXPERTISE IN THIS SECTOR.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :532-MELBOURNE

009-FOREST PRODUCTS,EQUIP,SERVICES
AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 Capital Projects in Australian Forestry Industry

Continue to follow up to exploit potential. Re-
quire concerted effort by Department and DRIE in
order to maximise sales opportunities which
could exceed \$25 million.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :532-MELBOURNE

016-INDUSTRIAL MACHIN,PLANTS,SERV.
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TO STUDY THE MARKET FOR GOLD MINING AND PROCESSING EQUIPMENT AND
NOTIFY CDN INDUSTRY.

INCREASED SALES BY 10%.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER	ACTIVITIES UNDERTAKEN IN QUARTER	QUARTERLY RESULTS REPORTED
1		
2		
3		
4		

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :532-MELBOURNE

001-AGRI & FOOD PRODUCTS & SERVICE
AUSTRALIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ASSIST AUST. BUYERS TO VISIT CANADA TO SELECT SPECIFIC BREEDS GENETIC MATERIAL.	INCREASE VISITORS TO CANADIAN A1 CENTRES.
	SUPPORT CANADIAN BREEDERS VISITS TO AUSTRALIA BY PROVIDING FULL INFORMATION ON POTENTIAL PURCHASERS.	MORE MEANINGFUL AND PRODUCTIVE VISITS.
	SUPPORT ONTARIO GOVERNMENT INITIATIVES TO BRING TO CANADA KEY GENETIC MATERIAL IMPORTERS.	INCREASED SALES BY 10% AND CLOSER FEDERAL PROVINCIAL RELATIONS.
	SEMI & PROCESSED FOOD & DRINK	
	FOLLOW UP PTI STUDY UNDERTAKEN BY OFFICER FROM EXTOTT(TAN). THIS STUDY TO BE CIRCULATED TO CANADIAN FOOD PROCESSORS.	BE ALERTED TO SPECIFIC GROCERY PRODUCT LINES THAT COULD BE SUPPLIED BY CANADIAN COMPANIES.
	SURVEY TRADE IN AUSTRALIA VIA THE AUSTRALIAN INTERNATIONAL FOOD EXHIBITION HELD MELBOURNE, 10-13 OCTOBER 1988 FOR ADDITIONAL LINES.	IDENTIFY SPECIFIC GROCERY PRODUCTS REQUIRED BY AUSTRALIAN IMPORTERS.
	SUPPORT ONTARIO GOVERNMENT'S INITIATIVES TO PROMOTE ONTARIO FOOD PRODUCTS INTO AUSTRALIA.	INCREASED SALES BY 10% AND CLOSER FEDERAL PROVINCIAL RELATIONS.
	UNDERTAKE AN IN-HOUSE FOOD SAMPLE SHOW BASED ON SPECIFIC FOOD LINES RECOMMENDED BY TAN.	INITIATE SALES OF CAN CONFECTIONARY PRODUCTS.
	TO LIAISE WITH DISTRIBUTORS AND MANUFACTURERS TO IDENTIFY OPPORTUNITIES FOR SALES, LICENSING AND JOINT VENTURES.	TO PROMOTE SALES AND INCREASE RETURNS VIA LICENSING ETC BY ASSISTING IN TWO JV ASSESSMENTS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2 -----		
QUARTER: 3 -----		
QUARTER: 4 -----		

532 - MELBOURNE

AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

MINE, METAL, MINERAL PROD & SRV

MINERALS AND MINERAL PRODUCTS

FAMILIARIZE AUSTRALIAN MINING SECTOR WITH ATTRACTIONS OF INVESTING IN CANADA.

THREE NEW MAJOR INVESTMENTS IN CDA MINES.

COMM. & INFORM. EQP. & SERV

COMPUTERS, SOFTWARE & SYSTEMS

SELECTED CALLS ON KEY SOFTWARE COMPANIES PROMOTING INVESTMENT IN CANADA.

TWO NEW JOINT VENTURES IN CANADA.

AGRI & FOOD PRODUCTS & SERVICE

AGRICULTURE MACH, EQUIP, TOOLS

CALL ON TWENTY MOST PROMINENT AGRICULTURAL MACHINERY & EQUIPMENT MANUFACTURERS TO PROMOTE JOINT VENTURE IN CANADA.

ONE NEW INVESTMENT IN CANADA.

NON SECTORALLY ORIENTED ACTIVITIES

DEVELOP PROGRAM WITH DEPT. INDUSTRY TECHNOLOGY & RESOURCES OF VICTORIA STATE GOVERNMENT TO ENHANCE JOINT VENTURES (STRATEGIC PARTNERING PHILOSOPHY).

POSSIBLY PRODUCE SEVERAL SERIOUS CANDIDATES.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :532-MELBOURNE

DPM Visit to Melbourne

Assorted high level Parliamentary Visits

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :522-NEW DELHI

007-POWER & ENERGY EQUIP. & SERV.
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO WORK CLOSELY WITH CANADIAN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES WHEN PURSUING MAJOR CAPITAL PROJECTS.

SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS VALUE \$300-500 MILLION CDN.

EMPHASIZE AND PROMOTE INDUSTRIAL COLLABORATION OPPORTUNITIES IN SECTOR.

INCREASE IN NUMBER OF COLLABORATIONS IN THIS SECTOR AND RESULTING EQUIPMENT/SERVICES SALES

DEVELOP AND MAINTAIN COMPREHENSIVE PROJECT TRACKING SYSTEM FOR PROJECTS IN THIS SECTOR.

SYST.TO BE FULLY DEVELOPED WITHIN 3 MONTH PERIOD & MAINTAINED REGULARLY RESULTING IN IMPROVED PROJ.MONITORING & OVERALL MARKET INTELLIGENCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Continue to work closely with Canadian firms in developing appropriate strategies when pursuing major capital projects.

Ongoing liaison with Indian govt. and financing agencies for advancement of Canadian interests on projects such as Chamera (Chamba) Yamunanagar Rihand Unchahar, etc.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :522-NEW DELHI

005-COMM. & INFORM. EQP.& SERV
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON MOC JAN'88 VISIT FOR IMPLEMENTATION OF MOU(S) POSSIBLY SIGNED DURING VISIT IN DIRECT DIALLING, TRC/DOC. RESEARCH AGREEMENT AND REMOTE SENSING/SATELLITE - INSTITUTIONAL COLLABORATION.

ESTABLISHMENT OF GOVT TO GOVT AND PRIVATE TO PRIVATE STRATEGIC LINKAGES & INDUSTRIAL COLLABORATIONS IN COMMUNICATIONS SECTOR.

ASSESS POSSIBILITY OF PURCHASING INDIAN SOFTWARE FOR CANADIAN COMPUTER INDUSTRY.

ENHANCEMENT OF CDN INDUSTRIAL COMPETITIVENESS AND ALSO ENHANCE CANADIAN HARDWARE EXPORTS TO INDIA.

CONTINUE SUPPORT TO CANAC/ATI FOR RAILWAYS TELECOM PROJECT AND ALSO SPAR IN TDMA DEMO.

EXPORT SALES OF GOODS AND SERVICES VALUED AT C\$ 15M.

PLAN AND EXECUTE POSSIBLE VISIT OF MINISTER OF STATE FOR SCIENCE AND TECHNOLOGY TO INDIA.

RAISE PROFILE OF CANADIAN SPACE/ REMOTE SENSING INDUSTRY IN INDIA.

ORGANISE AND FOLLOW-UP PROPOSED DRIE SPACE INDUSTRY MISSION TO INDIA AS FOLLOW UP TO DRIE INDUSTRIAL COLLABORATION VISIT OCT'87.

IMPROVE BUSINESS PROSPECTS FOR MAJOR CDN COMPANIES SUCH AS SPAR, MDA, DIPIX, INTERRA TECHNOLOGIES ETC.

INITIATE STUDY OF INDIAN SCIENTIFIC INSTRUMENTATION AND ELECTRONIC COMPONENTS IN ORDER TO IDENTIFY CANADIAN EXPORT OPPORTUNITIES

WILL EQUIP POST IN ADVISING CANADIAN COMPANIES SEEKING BUSINESS IN THIS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON MOC JAN.88 VISIT FOR IMPLEMENT'N OF MOV(S) IN DIRECT DIALLING,MOC/TRC RESEARCH AGRMT & REM.SENSING/SATELLITE INSTITU'L COLLAB'N. ASSESS POSSIBILITY OF PURCHASING INDIAN SOFTWARE FRO CDN COMPUTER INDUSTRY.

DISCUSSIONS ON MOV BETWEEN DOC AND TRC CONTINUING. EFFORTS CONTINUING AND INDIAN PRIVATE SECTOR COMPANIES BEING ENCOURAGED TO CONTACT CANADIAN FIRMS.

QUARTER: 1 ORGANISE & FOLLOW-UP PROPOSED DRIE SPACE IND. MISSION TO INDIA AS FOLLOW-UP TO DRIE IND'L COLLABORA'M VISIT OCT. 87. ORGANIZED COMPUTERISED TRACKING SYSTEM FOR INDUSTRIAL COLLABORATION INITIATIVES.

FOLLOWED UP - INCOMING MISSION SCHEDULED FOR NOVEMBER 1988. ORGANISED.

QUARTER: 2 Follow-up on MOC Jan. '88 visit for implementation of MOU, MOC/TRC Research agreement. 2.Organize & follow up proposed DRIE Space Industry mission to India as follow-up to DRIE Industrial collaboration visit Oct. 1987

Discussions on MOU btwn DOC & TRC continuing.

2. Followed up - incoming Mission scheduled for November 1988

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :522-NEW DELHI

008-TRANSPORT SYS,EQUIP,COMP,SERV.
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

INDUSTRIAL COOPERATION ACTIVITIES IN SUPPORT OF AUTOMOTIVE PARTS SECTOR.

1 OR 2 JOINT VENTURES OR TECHNOLOGY TRANSFER ARRANGEMENTS.

DEVELOPMENT OF INCREASED DATA BANK DETAILING INDIAN INDUSTRIAL CAPABILITY TO SUPPORT CANADIAN BIDS WHICH MUST HAVE INDIAN CONTENT.

IN LONG TERM ENHANCED CANADIAN PRESENCE IN RAIL, URBAN TRANSIT AND AEROSPACE SECTORS.

DEVELOP AND COMPUTERIZE INFORMATION ON INDIAN INDUSTRIAL CAPABILITY IN SUPPORT OF EXPANDED INDUSTRIAL COOPERATION FOCUS OF POST.

INCREASED NUMBER OF COLLABORATIVE ARRANGEMENTS BETWEEN INDIAN AND CANADIAN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IND'L COLLABORA'M ACTIVITIES IN SUPPORT OF AUTO PARTS;DEVELOP INCREASED DATA BANK DETAILING INDIAN INDUSTRIAL CAPABILITY TO SUPPORT CANADIAN BIDS WHICH MUST HAVE INDIAN CONTENT.

BEING PURSUED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEVELOP HIGH PROFILE MARKETING CAMPAIGN IN INDIA & CANADA IN SUPPORT OF CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR RECENTLY SIGNED.

SIGNIFICANT AND IMMEDIATE INCREASE IN ATTENTION ON CANADIAN CAPABILITY RESULTING IN INCREASED SALES.

PETRO-CANADA - OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL CO-OPERATION WITH OIL & GAS SECTOR (APPEARS TO LACK STRONG PETRO CANADA INTEREST).

WHEN SIGNED SIGNIFICANT INCREASE IN LINKS BETWEEN CANADIAN COMPANIES AND ONGC

IMPLEMENTATION OF PLAN TO ENCOURAGE MAJOR INDIAN OIL & GAS COMPANIES TO MAKE USE OF CIDA PROFESSIONAL DEVELOPMENT TRAINING FUND.

ENHANCED CONTACT BETWEEN INDIAN OIL OFFICIALS AND CANADIAN EXPERTISE. LONGER TERM COMMERCIAL BENEFITS WILL ACCRUE.

COMPILATION OF COMPREHENSIVE MARKET INFORMATION TOOL SPECIFICALLY FOR OIL & GAS SECTOR TO ENCOURAGE CDN COMPANIES TO CONSIDER INDIAN MARKET IN LIGHT OF RECENTLY SIGNED EDC/CIDA LINE OF CREDIT

DISSEMINATION OF BACKGROUND INFO ON NATURE & STRUCTURE OF ROBUST INDIAN PURCH. PROG. IN OIL & GAS SECTOR LEADING TO INCREASED ENQUIRIES FM CDA & INCREASED COMMERCIAL ACTIVITY.

CARRY OUT DETAILED REVIEW OF CDN GOVT SUPPORT TO THIS SECTOR TO DETERMINE IF THE HIGH LEVEL SUPPORT GIVEN OVER PAST YEARS IS PAYING SUFFICIENT DIVIDENDS.

RATIONALIZE RESOURCES AVAILABLE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Develop high profile mktg. campaign in India and Cda to support CIDA/EDC LOC for Oil & Gas Sector
2. Implement plan to encourage major Indian Oil & Gas co's to use CIDA Professional Development Training Fund

Initiatives made, more specifically at National Petroleum Show, Calgary in May '88 though LOC was formally signed later.

2. Being pursued with companies

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :522-NEW DELHI

Ontario Plastics Industries Mission - September 1988

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POST :527-OSAKA

005-COMM. & INFORM. EQP.& SERV
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	IDENTIFICATION OF AND NOTIFICATION TO CANADIAN FIRMS WHICH SHOULD BE MADE AWARE OF SPECIFIC MARKET OPPORTUNITIES IN TERRITORY.	FOCUSING OF SECTORAL CAPABILITIES AND PREPARATION FOR SUPPORT OF NEW MARKETING ENDEAVOURS.
	WORK WITH EMBASSY IN TOKYO TO ASSIST IDENTIFICATION OF IMPORTANT TARGET PURCHASERS IN TERRITORY (AS REQUIRED).	IDENTIFICATION OF IMPORTANT CONTACTS FOR PROMOTION ACTIVITIES.
	CONVEY INFORMATION CONCERNING PROCUREMENT FOR THE KANSAI INTERNATIONAL AIRPORT TO COMPANIES WITH GOOD SALES POTENTIAL.	PROCUREMENT INFORMATION WILL BE SENT TO FORTY THREE COMPANIES PREVIOUSLY IDENTIFIED AS HAVING INTEREST AND CAPABILITY IN AIRPORT PROJECT.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 SOFTWARE MISSION TO JAPAN - PROGRAMME DEVELOPMENT.	MISSION CANCELLED FOR LACK OF INDUSTRY INTEREST IN CANADA.
	QUARTER: 2 -----	
	QUARTER: 3 -----	
	QUARTER: 4 -----	

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :527-OSAKA

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

FOLLOW-UP WITH FOOD CHAINS/DEPARTMENT STORES TO ENCOURAGE CONTINUED STOCKING OF CANADIAN PRODUCTS AFTER FOOD FAIRS AND TO DETERMINE MARKET ACCEPTANCE AND ADVISE EXPORTERS ON WAYS TO IMPROVE PRODUCT PRESENTATION.

AVAILABILITY OF CANADIAN FOOD PRODUCTS IN STORES. SALES OF \$1.5 MILLION CANADIAN.

MARKET RESEARCH INTO AREAS OF OPPORTUNITIES.

IDENTIFICATION OF CDN PRODUCTS FOR THIS MARKET AND NEW IMPORTERS.

SUPPORT DEPARTMENT STORES/RESTAURANT TO SPONSOR CANADIAN FOOD FAIRS.

FIVE NEW FOOD EXPOSITIONS WILL BE HELD IN DIFFERENT FOOD CHAINS.

FOOD SHOW ON THE PREMISES OF THE CONSULATE GENERAL.

100 JAPANESE COMPANIES TO ATTEND AND \$500000 ON SITE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OSAKA MEAT PURVEYORS ASSOCIATION MISSION TO ALBERTA - IDENTIFIED PLAYERS, PERSUADED AND DEVELOPED PROGRAMME IN COORDINATION WITH ALBERTA GOVERNMENT.

FIVE MAN EXECUTIVE-LEVEL MISSION TO ALBERTA REPRESENTS 18 MONTHS OF PUBLIC RELATIONS EFFORTS BY CONGEN AND ALBERTA GOVERNMENT. MISSION RETURNED VERY IMPRESSED WITH ALBERTA BEEF AND RELATIONS ESTABLISHED.

QUARTER: 1 CANADA FOOD FESTIVAL - ROYAL HOTEL POST PLANNED AND INITIATED EVENT COINCIDING WITH CJBC.

NINE DAY EVENT RESULTED IN EXCELLENT PUBLICITY FOR PROMOTION OF CANADIAN FOOD PRODUCT EXPORTS AT CONSUMER LEVEL.

QUARTER: 2 Osaka Solo Food Show at Congen (fair) planning, logistics, set up and follow-up. 2. Nichiro Food Promo. planning, prov. of merchandising aids & display material, & participation by our staff incl. Cdn cooking demonstrations

Better than expected attendance (over 200) w/10 Canadian companies as participants. 2. 748 inst. clients of Nichiro attended, purchasing over \$1 mill. of seafood prod. of F.P.I. of Nfld. & range of prod. from Canada Packers

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :527-OSAKA

002-FISHERIES,SEA PRODUCTS & SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOLLOW-UP WITH FISH IMPORTERS TO DETERMINE ACCEPTANCE OF CANADIAN
FISH PRODUCTS AND WAYS TO IMPROVE PRODUCT PRESENTATION.

BETTER ACCEPTANCE, CONSOLIDATED DISTRIBUTION
CHANNELS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OSAKA INTERNATIONAL TRADE FAIR - POST ORGANIZED
CANADIAN PAVILLION AT INTEX. FIFTEEN FIRMS
PARTICIPATED OVER SEVEN DAY PERIOD.

COORDINATION OF PARTICIPANTS UNDER CANADA
BANNER, JUDGED TO BE ONE OF COUNTRIES OF HIGHEST
PROFILE. GENERATED CONSIDERABLE VOLUME OF DIRECT
SALES AT MINIMAL COST AS PROMOTIONAL PROJECT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :527-OSAKA

008-TRANSPORT SYS,EQUIP,COMP,SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP WITH COMPANIES REGISTERED TO ENSURE THEY ARE AWARE OF
PROCEDURAL CHANGES REGARDING CONTRACT BIDDING.

RESUBMISSION OF REGISTRATION BY SEVEN
COMPANIES.

WORK WITH KANSAI AIRPORT PROJECT TEAMS (SUMITOMO, MITSUBISHI ETC.
) TO DETERMINE AND IDENTIFY GAPS WHICH CAN BE FILLED BY CANADIAN
SUPPLIERS.

INCREASED NUMBER OF CANADIAN COMPANIES FIND-
ING JOINT VENTURE PARTNERS FOR KIAC AIRPORT
PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :527-OSAKA

009-FOREST PRODUCTS,EQUIP,SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IDENTIFY AND VISIT IMPORTANT CONTACTS IN MARKET FOR FUTURE PROMOTIONAL ACTIVITIES.

GREATER INTEREST IN CANADIAN MANUFACTURED WOOD PRODUCTS. TWENTY CONTACTS WILL BE VISITED.

ORGANIZE SEMINAR IN CONSULATE FOR PROMOTION OF AWARENESS OF CANADIAN WOOD PRODUCTS WITH ASSISTANCE FROM INDUSTRY AND GOVERNMENT.

MORE AND BETTER CONTACT(S) BETWEEN CANADIAN SUPPLIERS AND JAPANESE BUYERS. SEMINARS WILL ATTRACT 20 COMPANY CONTACTS.

REPORT ON CURRENT AND POTENTIAL MARKET SHARE OF EXPORTERS FOR SELECTED SOLID WOOD PRODUCTS.

BETTER UNDERSTANDING OF STRATEGIES COMPANIES NEED TO EMPLOY TO GAIN ACCESS TO LOCAL MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Cdn Window & Door Mfr's Assn (mission) to Osaka
- develop program provide logistics assistance

Market survey of local requirements will shortly lead to follow-up mission and exhibition by Canadian suppliers using Congen facilities .

QUARTER: 3 -----

QUARTER: 4 -----

527 - OSAKA

JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. ALL SUB-SECTORS

PROSPECTIVE CANDIDATES IN THIS SECTOR WHICH HAVE BEEN IDENTIFIED THROUGH INVESTMENT SEMINARS ORGANIZED BY CONGEN DURING 86-87 FY OR IDENTIFIED BY OTHER MEANS WILL BE CONTACTED & THEIR IMMEDIATE INVESTMENT INTENTIONS DETERMINED.

GENERATE TEN NEW ENQUIRES FOR WHICH CONGEN HAS RESOURCES TO FOLLOW-UP WITH TOP THREE BEST PROSPECTS.

ELECTRONICS EQUIP. & SERV ALL SUB-SECTORS

PROSPECTIVE CANDIDATES IN SECTOR WHICH HAVE BEEN IDENTIFIED THROUGH INVESTMENT SEMINARS ORGANIZED BY CONGEN DURING 86-87 FY OR IDENTIFIED BY OTHER MEANS WILL BE CONTACTED & THEIR IMMEDIATE INVESTMENT INTENTIONS DETERMINED

GENERATE TEN NEW ENQUIRES FOR WHICH CONGEN HAS RESOURCES TO FOLLOW-UP WITH TOP THREE BEST PROSPECTS.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE

PROSPECTIVE CANDIDATES IN THIS SECTOR WHICH HAVE BEEN IDENTIFIED THROUGH INVESTMENT SEMINARS ORGANIZED BY CONGEN DURING 86-87 FY OR IDENTIFIED BY OTHER MEANS WILL BE CONTACTED AND THEIR IMMEDIATE INVESTMENT INTENTIONS DETERMINED.

GENERATE TEN NEW ENQUIRES FOR WHICH CONGEN HAS RESOURCES TO FOLLOW-UP WITH TOP THREE BEST PROSPECTS.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY

PROSPECTIVE CANDIDATES IN THIS SECTOR WHICH HAVE BEEN IDENTIFIED THROUGH INVESTMENT SEMINARS ORGANIZED BY CONGEN DURING 86-87 FY OR IDENTIFIED BY OTHER MEANS WILL BE CONTACTED AND THEIR IMMEDIATE INVESTMENT INTENTIONS DETERMINED.

GENERATE TEN NEW ENQUIRES FOR WHICH CONGEN HAS RESOURCES TO FOLLOW-UP WITH TOP THREE BEST PROSPECTS.

NON SECTORALLY ORIENTED ACTIVITIES

COOPERATE WITH OSAKA CHAMBER OF COMMERCE & INDUSTRY ON PLANS TO SEND INVESTMENT MISSION TO CDA IN SPRING 88.

IDENTIFY & COMMUNICATE IMPORTANT NEW INVESTMENT OPPORTUNITIES TO CHAMBER MEMBERSHIP LEADING TO DIRECT INVESTMENT IN CDA.

REPORT ON STRATEGIES OF OTHER FOREIGN GOVERNMENTS TO PROMOTE INVESTMENT IN KANSAI.

BETTER UNDERSTANDING OF STRATEGIES OF OTHER GOVERNMENTS MAY LEAD TO MORE EFFECTIVE INVESTMENT PROMOTION PRACTICES FOR OURSELVES.

527 - OSAKA

JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

OSAKA CHAMBER OF COMMERCE MFTG. INVSTMT MISSION TO CDA: RECRUIT MEMBERS DEVELOP PROG., LOGISTICS, FOLLOW-UP & REPORT. B. NOMURA SECURITIES INVSTMT MISSION TO CDA: PRESS EXEC. MEMBERS TO COMMIT TO MISSION. C. KANSAI PRODUCTIVITY MISSION TO CDA: DEVELOPED PROGRAMME. D. CORPORATE LIAISON: CONTINUING EFFORTS PERSUADING 10 INVESTMENT PROSPECTS TO VISIT CANADA TO ESTABLISH CONTACTS AND DEVELOP INVESTMENT PLAN.

15 MEMBER MISSION VISITED 7 PROV., RETURNING WITH HIGHLY FAVOURABLE IMPRESSIONS & SPECIFIC INVSTMT PROJS. NOMURA HAS AGREED TO SEND MISSION OF THEIR CLIENTS TO CDA DURING FALL THIS YEAR. EXEC. OF SEVERAL IMPORTANT KANSAI-BASED CORPS RETURNED WITH BETTER AWARENESS OF INVESTMENT CLIMATE IN CDA. ONE INVSTMT PROJ. SUCCESSFULLY COMPLETED, 2 VISITS TO CDA COMPLETED, 1 VISIT POSTPONED TILL AUGUST, 4 PROSPECTS REQUIRE MORE PERSUA'N, 2 COS HAVE OPTED FOR INVSTMT IN THE U.S

QUARTER : 2

OCCI manufacturing investment mission follow-up w/members individually to assess mission success
2. President Investment Canada P. Labbe visit to Kansai
3. OCCI mission report - design cover, develop events associated w/report's release, press conference
4. Quebec Biotechnology Investment Promotion
Mission mbr rpt to OCCI mbrship supp. & encour-

aged investment in Canada
2. Program set up to follow up & supp. further investment promo. activ. (Nomura mission to Cda OCCI mission report)
3. President Saji will participat at press conf. coinciding with visit of President Labbe
4. Impressive roster of speakers has been assem. for seminar incl. present. by Cda's most import. biotechnology co's and by local biotechnology authorities

QUARTER : 3

QUARTER : 4

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :527-OSAKA

- Mayor of Montreal - 2 day program (trade & investment promotion) (mission)
- New Brunswick Minister of Economic Dev. & business delegation - 2 day program (trade & investment promotion)(miss.)
- Planning associated with Quebec International Affairs Minister visit to Osaka (mission)
- Canada Food Fairs at Nikko Hotel, Hankyu and Hanshin Department Stores (fair)
- Amsel and Amsel Fur Exhibition using Congen facilities (other)
- Ricky and Ingo Fur Exhibition using Congen facilities (other)
- Nichiro Food Show - Congen support, promotional aids given (fair)
- Ontario Minister of Tourism - 2 day program (trade & investment promotion) (mission)
- Kobe Import Fair (fair)

Information Technology Investment Promotion (mission)

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :510-BEIJING

011-OIL & GAS EQUIPMENT, SERVICES
PEOPLE'S REP OF CHINA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	HEAVY OIL - IDENTIFICATION OF SURFACE FACILITIES REQUIREMENTS AND PROMOTION OF CANADIAN CAPABILITIES BASED ON FEEDBACK.	ON-GOING ACTIVITY - IDENTIFY OPPORTUNITIES FOR CANADIAN EQUIPMENT AND ENGINEERING FIRMS LEADING TO SALES CONTRACTS.
	CLARIFICATION OF CHINESE INTEREST IN NON-CONVENTIONAL DRILLING; THEIR INTENDED APPLICATION AND PURCHASE PLANS.	ON-GOING ACTIVITY - SUPPORT AND EXPANSION OF COMPANY INITIATIVES IN SLANT/DIRECTIONAL DRILLING.
	CONCENTRATED MARKETING EFFORT TO OILFIELD WITH LITTLE CANADIAN INVOLVEMENT TO DATE: I.E. ZHONGYUAN, SHENGLI.	IDENTIFICATION OF OPPORTUNITIES FOR CANADIAN COMPANIES AND EXPOSING CANADIAN TECHNOLOGY TO MATCH OPPORTUNITIES.
	CONCENTRATED MARKETING EFFORT DIRECTED TO OFFSHORE OIL/ NATURAL GAS DEVELOPMENT.	IDENTIFICATION OF OPPORTUNITIES AND EXPOSING OF CANADIAN TECHNOLOGY TO MATCH OPPORTUNITIES

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2 -----		
QUARTER: 3 -----		
QUARTER: 4 -----		

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :510-BEIJING

001-AGRI & FOOD PRODUCTS & SERVICE
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

JOINT AGRICULTURAL COMMITTEE

-SUPPORT AG RESEARCH IN CANADA
- PROMOTE PRIORITY AG SALES TO CHINESE.
BREEDING LIVESTOCK AND GRAIN EQUIPMENT.

PLANT PHYTOSANITARY DISCUSSIONS.

CREATE CONDITIONS FOR NEW PLANT EXPORTS.

ANIMAL HEALTH DISCUSSIONS-MINK, MARTEN, FOX, AND PIGEON.

CREATE APPROPRIATE CONDITIONS FOR LONG-TERM EXPORTS.

INITIAL DAIRY CATTLE SALES TO A MODEL FARM SITUATION IN BEIJING.
POST WILL WORK WITH PRIVATE SECTOR FOR MAXIMUM PUBLICITY.

SECTION OF P.R.C. DECISION-MAKERS.

EXPAND MARKETING EFFORTS INTO STUDIES ON POTENTIAL MARKETS
FOR POTATO EXPORTS - IDENTIFY TECHNICAL BARRIERS.

POST SHOULD BE IN A BETTER POSITION TO ASSESS
MARKET PROSPECTS IN THIS POTENTIALLY ATTRACT-
IVE SUB-SECTOR.

EXPAND MARKETING EFFORTS INTO STUDIES ON POTENTIAL MARKETS
FOR FOOD PROCESSING EQUIPMENT.

POST SHOULD BE IN A BETTER POSITION TO ASSESS
MARKET PROSPECTS IN THIS POTENTIALLY ATTRACT-
IVE SUB-SECTOR.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ANIMAL HEALTH DISCUSSIONS.

ON-GOING DISCUSSIONS AIMED AT LONG-TERM
SOLUTION TO THIS MATTER.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :510-BEIJING

012-PETROCHEM & CHEM PROD,EQP,SERV
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINANCING/IDENTIFYING/LOBBYING FOR EXCLUSIVE CANADIAN PACKAGES.

CANADIAN INVOLVEMENT IN SEVERAL PETROCHEMICAL
PLANT PROJECTS.

VISIT MAJOR PETROCHEMICAL PLANTS AND GOVERNMENT ENTITIES IN
CONCENTRATED MARKETING EFFORT.

BETTER CHINESE AWARENESS OF CANADIAN TECHNOL-
OGY AND IDENTIFICATION OF FUTURE REQUIREMENTS

CONDUCT A MARKET ANALYSIS TO BETTER IDENTIFY OPPORTUNITIES.

BETTER CANADIAN AWARENESS OF PROJECT OPPORTU-
NITIES AND OPPORTUNITIES FOR SALES OF PRODU-
CTS.

MARKET REPORT OF PETROCHEMICAL INDUSTRY.

IDENTIFY CHINA'S EXISTING PETROCHEMICAL INDU-
STRY AND IDENTIFY IMPORT REQUIREMENT FOR PRO-
DUCT AND PLANT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :510-BEIJING

010-MINE,METAL,MINERAL PROD & SRV
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

IDENTIFICATION OF EXPANSION AND MODERNIZATION REQUIREMENTS IN THE FERROUS SECTOR.

BETTER INFORMATION BASE TO BE USED FOR MORE FOCUSED MARKETING APPROACH.

MARKET SURVEY IN NON-FERROUS

BETTER INFORMATION BASE OF PROJECT OPPORTUNITIES AND MORE FOCUSED MARKET APPROACH.

MOU OR WORKING GROUP ON NON-FERROUS SECTOR

INTERCHANGE OF INFORMATION WILL GIVE US BETTER INFORMATION BASIS FROM WHICH TO ESTABLISH A MARKETING STRATEGY.

MOU OR WORKING GROUP IN FERROUS SECTOR.

DITTO.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SIGNING OF MEMORANDUM OF UNDERSTANDING ON NON-FERROUS AND FERROUS METALS WORKING GROUP.

MOU SIGNED IN CHINA IN JUNE BY PRESIDENT OF TREASURY BOARD; MISSION TO CANADA BY CHINESE MINISTRY OF METALLURGICAL INDUSTRY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :510-BEIJING

007-POWER & ENERGY EQUIP. & SERV.
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE EFFORTS TO OBTAIN A THERMAL PROJECT ALLOCATED TO CANADIAN SUPPLY.

ONE COMPLETE STATION .VALUS \$150 MILLION OR MORE.

ATTEMPT TO POSITIION CANADA FOR PARTICIPATION IN DESIGN AND IMPLEMENTATION OF THE THREE GORGES PROJECTS.

LONG RANGE POTENTIAL UP TO \$500 (1.1 -22M \$ MILLION IN EQUIPMENT AND SERVICES.

ONTARIO HYDRO TECHNICAL AGREEMENT WITH MWREP.

EVENTUALLY INTRODUCE CANADIAN SUPPLIERS TO ONTARIO HYDRO TO P.R.C. ENTITIES.

TECHNICAL SEMINARS TO PRESENT CANADIAN CONTROL SYSTEMS AND "BALANCE OF PLANT" CAPABILITIES.

SPECIFICATION BY P.R.C. AUTHORITIES OF CANADIAN SUB-SYSTEMS.

BUILD ON EXISTING RELATIONSHIPS SUCH AS THE BANK OF MONTREAL /MWREP.

TO OBTAIN INFORMATION WHICH WILL HELP LONG-RANGE PLANNING.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :510-BEIJING

008-TRANSPORT SYS,EQUIP,COMP,SERV.
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON AIR TRAFFIC CONTROL INITIATIVES OF 1987:
A) MISSION TO CHINA (FEB 87) AND B) CHINESE MISSION TO CANADA
(AUGUST 87).

SALES IN 1988 OF ATC EQUIPMENT.

CONTINUE PRESSURE ON BEIJING SUBWAY CORPORATION TO IMPLEMENT
FINDINGS OF URBAN TRANSIT STUDY.

DECISION TO BEGIN EXTENSION TO BEIJING SUBWAY
SUB-SYSTEM USING CANADIAN TECHNOLOGY.

FOLLOW-UP ON PROSPECTS TO SELL COMMUTER AIRCRAFT TO REGIONAL
AIRLINES IN ZHEJIANG, JIANGSU, SICHUAN AND YUNNAN PROVINCES.

FIRST CONFIRMED AIRCRAFT SALES TO CHINA 'S
REGIONAL AIRLINES.

PREPARED REPORT "TRANSPORTATION IN CHINA: OPPORTUNITIES FOR
CANADA EXPORTERS".

PRODUCE DOCUMENTATION WHICH WILL ASSIST CANA-
DIAN BUSINESS IN IDENTIFYING COMMERCIAL OPP-
ORTUNITIES.

COORDINATE ACTIVITIES WITH CHINA IN THE DEVELOPMENT OF
THEIR NEW TRANSPORTATION PROGRAM FOR CHINA.

USE CIDA PROGRAMS TO CREATE NEW EXPORT OPPO-
RTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFY MARKETS FOR AIRCRAFT SALES-REGIONAL
AIRLINES.

CANADAIR SOLD 2 CHALLENGER AIRCRAFT AND SPARES
TO POLYTECHNOLOGIES LTD. OF CHINA.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

510 - BEIJING

PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

FOREST PRODUCTS,EQUIP,SERVICES

ALL SUB-SECTORS

MOST PRC FOREIGN INVESTMENT IS CONDUCTED THROUGH A FEW SELECT GOVT
MINISTRIES AND CORPORATIONS SUCH AS CHINA INT'L TRADE & INVESTMENT
CORP. EMBASSY MAINTAINS CLOSE LIAISON WITH THESE ORGANIZATIONS.

LONG RANGE POSSIBILITY FOR FURTHER INVEST-
MENTS IN FORESTRY OPERATIONS,PULP MILLS &
PERHAPS ANIMAL BREEDING STOCK.

MINE,METAL,MINERAL PROD & SRV

MINERALS AND MINERAL PRODUCTS

MAINTAIN STEADY FLOW OF INVESTMENT LITERATURE TO SELECT CORPORATIONS.

PRC ENTITIES WILL BE FULLY APPRAISED OF
CDN POLICY & WILL CONSIDER INVESTMENTS
IN CDA WHEN APPROPRIATE.

AGRI & FOOD PRODUCTS & SERVICE

ANIMAL,POULTRY BREEDING STOCK

No proposed activities indicated

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
89/02/08

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

510 - BEIJING

PEOPLE'S REP OF CHINA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

QUARTER : 2

QUARTER : 3

QUARTER : 4

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :510-BEIJING

Ontario Minister of Energy (planned visit).

EDC Mission (planned visit).

Visit by Dr. J. McGowan, SADM, Agriculture Canada.

CDA-PRC Ferrous and Non-Ferrous Working Groups 1st General Meeting.

Attendance at International Tungsten Conference in Changsha Hunan.

Mission to CDA by Yennan Province (Metals and Minerals).

COFI Seminars (September 1988).

China Vice Minister of Petroleum Mission to UNITAR Conference - Edmonton (July).

Series of reports on specific investment projects in CDA involving HK based PRC activities.

POST :519-SEOUL

005-COMM. & INFORM. EQP.& SERV
KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

GATHER & UPDATE INFO ON THE PLANNED PROJECTS FOR R.S. SYS
IN COMING YEARS.

IDENTIFICATION ON CDN OPPORTUNITY.

PREPARE A REPORT ON KOREAN REMOTE SENSING SECTOR'S CURRENT STATUS
AND PROSPECTS.

INCREASED INTEREST & ACTIVITY IN THIS MARKET
BY CDN FFIRM.

TELECOMMUNICATIONS (INC SPACE)

CATALOGUE SHOW FOR CANADIAN EQUIPMENT.

INCREASED NUMBER OF AGENTS.

HOLD 4-5 INDIVIDUAL COMPANY DEMONSTRATION IN EMBASSY.

ESTABLISH 3 AGENCY/LICENSEE
AGREEMENTS

ALL SUB-SECTORS

HOLD CATALOGUE SHOWS ON ELECTRONIC COMPONENTS.

INCREASED NUMBER OF ACTIVE LOCAL AGENTS IN
THIS SECTOR.

UPDATE JOINT VENTURE AND TECHNOLOGY TRANSFER REPORTS.

ATTRACT CDN FIRMS TO INCREASE INDUSTRIAL COO-
PERATION WITH KOREAN FIRMS.

PLAN FOR TECHNOLOGY TRANSFER SEMINAR IN THIS SECTOR DURING
PROPOSED CANADA WEEK IN SEOUL.

ESTABLISH TWO TECHNOLOFY TRANSFER AND JOINT
VENTURE AGREEMENTS IN THIS SECTOR BY FY 88/89

HOLD 3 INDIVIDUAL DEMONSTRATION IN EMBASSY TRADE DISPLAY AREA.

ESTABLISH 3 AGENCY/LICENSEE ARRANGEMENTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)FOLLOW-UP INCOMING DATACOM MISSION.

A)KOREA SECURITIES COMPUTER HAS INVITED
NEWBRIDGE TECHNOLOGIES AND GANDALF TO
PARTICIPATE IN THEIR UP-COMING BID REQUEST.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :519-SEOUL

004-DEFENCE PROGRAMS,PRODUCTS,SERV
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE AEROSPACE STUDY.

PROVIDE DETAILED KNOWLEDGE OF KOREAN AEROSPA-
CE PLANS TO CDN INDUSTRY.

COMPLETE INVENTORY OF AVAILABLE AGENTS.

ENSURE CDN FIRM AVOID AGENTS UNACCEPTABLE TO
MND.
ESTABLISHED 4 NEW AGENCY ARRANGEMENTS.

TWO CATALOGUE AND VTR PRESENTATIONS IN TRADE CENTER.

INVOLVE 4 NEW CDN FIRMS IN MND PROCUREMENT
ACTIVITIES.

PROPOSE CANADA/KOREA AEROSPACE COOPERATION AGREEMENT

ESTABLISHED AGREEMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :519-SEOUL

009-FOREST PRODUCTS,EQUIP,SERVICES
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

DISPLAY OF CANADIAN FORESTRY PRODUCTS IN KOREA

BETTER AWARENESS OF CDN FOREST PRODUCTS.

IN DEPTH STUDY ON LOCAL HOUSING BUILDING CODE.

AWARE OF LOCAL HOUSING CODE FOR PROMOTION OF
TIMBER FRAME HOUSE.

HOST TECHNICAL SEMINAR FOR TIMBER FRAME HOUSE IN KOREA.

BETTER AWARENESS OF CDN HOUSING TECHNIQUES IN
KOREA.

BUILDING OF CANADIAN STYLE RESIDENTIAL HOUSE IN SEOUL BY
TIMBER FRAME METHOD.

GOOD OPPORTUNITY TO SHOW LOCAL CONTRACTORS ON
TFH TECHNIQUES. SELL TWO TFA HOUSES.

PULP AND PAPER PRODUCTS

MEET 6 TIMES PER YEAR WITH LOCAL PULP & PAPER FIRMS TO DISCUSS
INVESTMENT OPPORTUNITIES IN CANADA. REPORT QUARTERLY TO PNC, TTI,
INV CAN

VISIT BY LOCAL FIRMS TO CANADA.

READ AND ANALIZE PUBLISHED LOCAL PULP AND PAPER EXPANSION PLANS.
REPORT QUARTELY TO OTTAWA.

ALERT CANADIAN FIRMS FOR SERVING & RAW MATER-
IAL EXPORT OPPORTUNITY.

SEND PRESS CLIPPINGS,KOREAN GOVT REPORTS,EMBASSY ANALYSES ON LO-
CAL PAPER INDUSTRY INFORMATION TO OTTAWA TO DETERMINE MKT FOR
PULP & PAPER.

PROVIDE C.P.P.I. WITH LOCAL PRODUCTION
INFORMATION.

TO INTRODUCE THERMAL MECHANICAL PULP(TMP) PRODUCTS TO KORE VIA A
SEMINAR IN SEOUL.

ESTABLISHED TMP MARKET IN KOREA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)MONITOR LOCAL PULP AND PAPER EXPANSION PLAN.
B)PROVIDE C.P.P.I. WITH LOCAL PRODUCTION
INFORMATION.

A)SITUATION MONITORED AND CANADIAN FIRMS ALERTED
OF SPECIFIC OPPORTUNITIES.
B)REPORT CONTAINING LATEST LOCAL PAPER INFORMA-
TION PREPARED AND DISTRIBUTED.

QUARTER: 1 A)DISPLAY CANADIAN FORESTRY PRODUCTS IN KOREA.
B)PROMOTE SALES OF PLYWOOD, PARTICULE BOARD AND
OTHER NEW PRODUCTS.

A)DISPLAY MOUNTED AT THE KOREA HOUSING FAIR.
B)SAMPLES DISPLAYED AT KOREA HOUSING FAIR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :519-SEOUL

003-GRAINS AND OILSEEDS
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

ASSIST AND ORGANIZE 1987 WHEAT QUALITY SEMINAR WHICH IS SCHEDULED TO BE HELD IN SEOUL ON 20 NOV 88.

SALES OF 200,000 M/T OF MILLING WHEAT PER YEAR IF RESULTS ARE SUCCESSFUL.

FOLLOW UP DEHYDRATED ALFALFA PELLET WORKSHOPS WHICH WERE HELD IN SEOUL ON 28 OCT AND IN TAEJON ON 30 OCT 87 BY PROVIDING TECHNICAL INFO TO FEED COMPOUNDERS.

DEMONSTRATE VALUE OF USING CANADIAN DEHY ALFALFA

DOCUMENT IMPORT RESTRICTIONS ON MILLING WHEAT. MEET WITH MFA 6 TIMES OVER YEAR TO MAKE CASE FOR IMPORT OF CDM WHEAT.

EXPORTS OF 12 MT OF MILLING WHEAT.

LOBBY WITH KOREAN FEED INDUSTRY TO PRESS THE KOREAN GOVERNMENT FOR LIBERALIZATION OF BARLEY FOR FEED AFTER THE PRESIDENTIAL ELECTION

SALES OF 300,000 M/T OF FEED BARLEY PER YEAR IF THE KOREAN GOVERNMENT DECIDE TO LIBERALIZE FEED BARLEY.

MEET ONCE A MONTH WITH THE KOREAN GOVERNMENT (MTI, MFA AND KFA) ALTERNATELY TO ESTABLISH EQUAL OPPORTUNITIES TO CANADIAN DEHY ALFALFA SUPPLIERS FOR ALFALFA PELLET TENDERS.

ESTABLISH CONTINUING MARKET FOR CDM ALFALFA SALES OF 30,000 M/T OF ALFALFA PELLETS PER YEAR IF KOREAN GOVERNMENT INCREASES THE QUOTA FOR 1988 TO 40,000 M/T.

OILSEEDS

MAKE NECESSARY PRESENTATIONS TO THE KOREAN AUTHORITY WITH REGARD TO THE FORCED DISTRIBUTION OF IMPORTED CANOLA SEED AT A HIGHER PRICE.

EXPAND MARKET POTENTIAL FOR CANOLA SEEDS.

ASSIST AND ORGANIZE CANOLA WORKSHOPS WHICH ARE SCHEDULED TO BE HELD IN KOREA IN EARLY 1988.

PROVIDE KOREAN CRUSHERS WITH NECESSARY TECHNICAL INFORMATION ON CRUSHING CANOLA SEEDS.

DOCUMENT DISPOSITION OF IMPORTED CANOLA SEEDS AND OILS BY WATCHING PUBLISHED ANNOUNCEMENTS, MEETING WITH NACF.

REPORT TO CANADIAN SUPPLIERS ON ENDUSE OF PRODUCT.

MEET WITH MAFF INTERLOCATORS 6 TIMES/YR. TO DEVELOP EXTENDED LIST OF IMPORTERS INCLUDING SMALL CRUSHERS.

SALES OF 15,000 M/T OF CANOLA SEED IN 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)CONTINUE TO PRESS KOREAN GOVT. TO PROVIDE EQUAL OPPORTUNITY TO CDM ALFALFA PRODUCERS. B)ENCOURAGE KOREAN MILLING INDUSTRY TO IMPORT MORE WHEAT.C)FOLLOW 1987 DEHY ALFALFA WORKSHOP TO DEMONSTRATE VALUE.

A)LIAISED ON A CONTINUOUS BASIS.GENERATED SALES OF 5,650 METRIC TONS.B)LIAISED ON A CONTINUOUS BASIS.GENERATED SALES OF 15,000 METRIC TONS. C)KUNKUK UNIVERSITY FEED TRIAL COMPLETED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :519-SEOUL

008-TRANSPORT SYS,EQUIP,COMP,SERV.
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

CONTACT CDN'KOREAN PARTS COMPANIES WHO PARTICIPATED IN THE PAST AUTOPARTS INCOMING AND OUTGOING MISSION TO DOCUMENT ACTUAL AND POTENTIAL CONTRACTS SIGNED/PLANNED.

ESTABLISH ONE JOINT VENTURE BETWEEN AUTOPARTS COMPANIES.

CONDUCT INVESTMENT AND INDUSTRIAL COOPERATION OPPORTUNITY SEMINAR FOR AUTOMOTIVE INDUSTRY.

INCREASED LOCAL AWARENESS OF OPPORTUNITIES WITH CDN AUTOMOTIVE INDUSTRY.

READ PUBLISHED LITERATURE ON KOREAN LOCALIZATION AND IMPORT DIVERSIFICATION PLANS FOR AUTOPARTS.

MEET EVERY 2 MOS WITH MTI,KFI & OTHER MAJ.SEC .ENSURE CONT'D AWARENESS OF EXISTING SUPPLIERS & DEV'P NEW AWARENESS OF OTHER SUPPLIERS. COYS TO DET. EXPORT OPP.REPORT TO CDN IND.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

519 - SEOUL

KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

MINE, METAL, MINERAL PROD & SRV

MINERALS AND MINERAL PRODUCTS

PROVIDE DIRECT SUPPORT TO 3 MAJOR INVESTMENT PROPOSALS IN MINING/
METALS FIELD.

DECISION BY KOREAN FIRMS TO INVEST IN ONE
MAJOR PROJECT.

FOREST PRODUCTS, EQUIP, SERVICES

PULP AND PAPER PRODUCTS

ENCOURAGE KOREAN PULP & PAPER INDUSTRIES ASSOCIATION TO IDENTIFY
SPECIFIC INVESTMENTS INTEREST.

DEVELOP SPECIFIC INTEREST BY INDIVIDUAL
KOREAN FIRMS & BEGIN INVESTMENT STUDY
PROCESS.

TRANSPORT SYS, EQUIP, COMP, SERV.

AUTOMOTIVE

DURING NORMAL LIAISON CALLS & PROMOTIONAL ACTIVITIES WITH AUTO INDUS-
TRY WE CONTINUALLY SEEK POTENTIAL INVESTMENT INTEREST & RESPOND TO
SPECIFIC INQUIRIES.

MAINTAIN EXISTING INVESTMENT IN CDA &
DECISION TO EXPAND.

ELECTRONICS EQUIP. & SERV

PRODUCTS & COMPONENTS

DEVELOP INDIVIDUAL INTEREST DURING NORMAL TRADE LIAISON ACTIVITIES.
RESPOND TO INTERESTS OF POTENTIAL ENTREPRENEURIAL IMMIGRANTS.

NON SECTORALLY ORIENTED ACTIVITIES

SUPPORT INVESTMENT PROMOTION ACTIVITIES OF 4 CDM BANKS HERE.

PROVIDE GENERAL INFO TO KOREAN BUSINESS
COMMUNITY; 5 INDIVIDUAL INVESTMENTS.

PROPOSE & IMPLEMENT SEMINARS IN COOPERATION WITH KOREA TRADE PROMOTION
ASSOCIATION TO INFORM KOREAN BUSINESS COMMUNITY OF BENEFITS OF FREE
TRADE AGREEMENT.

THROUGH INCREASED AWARENESS OF GREATER
ACCESS TO USA MARKET VIA CANADA.

SUPPORT INVESTMENT PROMOTION ACTIVITIES OF PROVINCIAL OFFICERS IN
EMBASSY.

FIVE INDIVIDUAL INVESTMENTS.

REPORT #5
89/02/08

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

519 - SEOUL

KOREA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

A)REPORT ON NEW CLIMATE FOR FOREIGN INVESTMENT
IN KOREA.
B)DEVELOP INTEREST DURING NORMAL TRADE LIAISON
ACTIVITIES.

A)ATTENDED SEMINAR. PREPARING REPORT.
B)TWO SPECIFIC OPPORTUNITIES IN THE CONSUMERS
ELECTRONICS AND PRINTING BUSINESS WERE IDENTI-
FIED.

QUARTER : 2

QUARTER : 3

QUARTER : 4

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

87

POST :506-SHANGHAI

008-TRANSPORT SYS,EQUIP,COMP,SERV.
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUING SUPPORT THRUST FOR SALES OF AIRCRAFT TO REGIONAL CARRIER(INCLUDING IMPLEMENTATION OF CIDA SPONSORED STUDY OF AIRLINE DEVELOPMENT).

AIRCRAFT SALES CONTACT WITHIN FY87-88
AIRCRAFT EQUIPMENT FY88-89/89-90

FOLLOW-UP TO SHANGHAI ECONOMIC LEADERS MISSION RELATED TO HUANGPU BRIDGE AND SUBWAY PROJECTS.

CDN PARTICIPATION IN PROJECTS FY 89/90 AND 90/91

ACTIVE ONGOING ASSISTANCE TO CDM FIRMS PURSUING PROJECTS IN SECTOR FOCUSING ON ELEMENT SUCH AS FINANCING AND COMPETITION.

ENSURE BEST POSITIONING FOR CDM BIDDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT PROMOTION OF CANADIAN EXPERTISE IN MAJOR LOCAL PROJECTS. IDENTIFY NEW AREAS FOR POTENTIAL CANADIAN INVOLVEMENT.

CLOSE FOLLOW UP WITH CDN CO PURSUING METRO PROJ. ORGANIZED MTGS WITH MAYOR ZHU RONG JI & METRO CORP'N. MTGS/FOLLOW UP ON BEHALF OF CDN CO. PURSUING REVIEW CONSULTANT SRVC ON HUANG PU RIVER BRIDGE.ARRANGED MTG & SITE VISIT IN VNCVR FOR

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :506-SHANGHAI

006-ELECTRONICS EQUIP. & SERV
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON RESULTS OF INSTRUMENTATION MARKET STUDY AND OUTGOING MISSION.

BUILD ON DEVELOPING AWARENESS OF CDN CAPABILITY. ESTABLISHMENT OF JOINT VENTURES. NEW EXPORT SALES.

PURSUE PROMOTION OF CANADIAN EXPERTISE IN TERMS OF VESSEL TRAFFIC MANAGEMENT.

SECURE CONTRACT FOR CDN TEAM.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT AND PROMOTE CANADIAN PRODUCTS/EXPERTISE IN LOCAL PROJECTS.

ASSISTED IN PRESENT'N TO LOCAL CONTACTS TO PROMOTE CDN ELECTRONIC TIME CARD & PAYROLL SYSTEMS. SUPPORT OF CDN CO. INVOLVED IN PROJ. STUDY OF SHANGHAI VTMS. ASSISTED IN ARGMNTS FOR VISIT OF SHANGHAI TEAM TO VIEW & DISCUSS FUTURE PROJECT

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :506-SHANGHAI

005-COMM. & INFORM. EQP.& SERV
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON DISCUSSIONS HELD DURING SHANGHAI ECONOMIC LEADERS
MISSION IN CDA ON TV TOWER PROJECT.

FIRMING UP STRUCTURE OF CDN APPROACH TO BLD
ON PROJECT WITHIN FY 87/88.

FOLLOW-UP TO SHANGHAI ECONOMIC LEADERS MISSION TO CDA RE TELEPHO-
NE NETWORK EXPANSION.

ESTABLISH CDN MFTRS AS COMPETITIVE POTENTIAL
SUPPLIERS FOR EXPANSION PROJECTS.

SUPPORT CDN SUPPLIER OF TELEX EXCHANGE EQUIPMENT IN CONCLUDING
SALE CONTRACT CURRENTLY IN LAST PHASE OF NEGOTIATIONS.

SALE CONTRACT.

DEVELOP FOCUS ON RURAL TELECOM SECTOR.

PROVIDE MKT INTELLIGENCE ON EMERGING SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :506-SHANGHAI

001-AGRI & FOOD PRODUCTS & SERVICE
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE PROMOTION OF CDN LIVESTOCK FOR IBRD FUNDED RED SOILS PROJECT.

SALES CONTRACT FOR CDN CATTLE, PIGS IN FY 88/89

SUPPORT DEVELOPMENT OF AG EXCHANGES BETWEEN ZHEJIANG PROVINCE AND B.C.

CONTINUED SALES OF SEMEN. DEVELOPMENT OF MARKET FOR WIDER RANGE OF AG PRODUCTS FM CANADA

ASSIST SHANGHAI DAIRY CORP IN EFFORTS TO ACQUIRE BREEDING STOCK/ TECHNOLOGY FM CANADA.

ESTABLISHMENT OF COOP BREEDING CENTRE, INCREASED SALES OF CDN SEMEN AND EMBRYOS.

SUPPORT EXHIBITION OF FOOD PACKAGING PROCESSING TECH PLANNED BY ONTARIO GOVT FOR NANJING SCIENCE AND TECH CENTRE.

INTRODUCE CDN TECHNOLOGY; DEVELOP SALES OPPORTUNITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE AND FOLLOW UP OF PRIORITY AGRICULTURAL PROJECTS IDENTIFIED DURING YE GONG QI VISIT TO CANADA.

SUPPORTED REQUEST FOR CIDA ASSISTANCE FOR PROPOSED DAIRY BREEDING CENTRE. SHANGHAI DAIRY CORP. & SHANGHAI AGRI. COMMISSION ARE AWAITING DECISION ON THEIR APPLICAT'N. ORGANIZED MTGS FOR CDN CO PURSUING 200,000 CHICKEN LAYER HOUSING

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :506-SHANGHAI

Visit of Dr. Nininger, President, Conference Board of Canada

CIDA Procurement Mission.

Ontario Government Packaging Mission.

Visit of Dr. King, Canadian Association of Geographics.

Visit of Quebec Minister for Health and Welfare:
Mme Lavoie-Roux.

Trade Facilitation Office Incoming Buyers Mission.

Planned visit of Saskatchewan Minister of Mines
Patricia Smith.

POST :512-SINGAPORE

005-COMM. & INFORM. EQP.& SERV
SINGAPORE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

CONTINUE LIAISON WITH SINGAPORE TELECOMS OFFICIALS ON THE IMPLEMENTATION OF AN ISLAND WIDE DIGITAL COMMUNICATION NETWORK PROJECT

ENSURE THAT AT LEAST ONE CANADIAN COMPANY PARTICIPATES SUCCESSFULLY IN THE PILOT PROJECT.

FOLLOW-UP WITH SINGAPORE TELECOMS OFFICIALS ON THEIR PLANNED INFORMATION NETWORKING SYSTEMS.

ENSURE THAT CAPABLE CANADIAN COMPANIES ARE AWARE OF THIS OPPORTUNITY AND WELL PLACED TO TAKE ADVANTAGE OF IT.

HOLD PRODUCT SEMINARS FOR POTENTIAL CUSTOMER AND REPRESENTATIVES.

INCREASED SALES OF TELECOMMUNICATION PRODUCTS AND SYSTEMS.

IDENTIFY MARKET OPPORTUNITIES FROM SINGAPORE TELECOMS OFFICIALS IN A TIMELY MANNER.

CANADIAN COMPANIES WILL BECOME AWARE OF UPCOMING TENDERS AND PROJECTS, AND HAVE SUFFICIENT TIME TO PREPARE PROJECT PROPOSALS.

COMPUTERS, SOFTWARE & SYSTEMS

CONTINUE TO WORK ON THE TELECOMS NETWORKING AND TRADERS SYSTEMS REQUIREMENTS.

INCREASE CANADIAN COMPANIES' OPPORTUNITIES TO BID ON THE PROJECT.

CONTINUE TO IDENTIFY AND LIAISE WITH LOCAL COMPUTER SOFTWARE AND SYSTEM COMPANIES.

INCREASE THE MARKET SHARE OF CANADIAN COMPUTER SOFTWARE CAPABILITIES.

CONTINUE TO DEVELOP CONTACTS WITH NATIONAL COMPUTER BOARD OFFICIALS.

AN INCREASE IN THE LEVEL OF AWARENESS OF CANADIAN COMPUTER SOFTWARE CAPABILITIES.

WORK WITH SINGAPORE TELECOMS REGARDING THEIR INTEGRATED BILLING SYSTEM REQUIREMENTS.

ENSURE THE PARTICIPATION IN THIS PROJECT BY AT LEAST ONE CANADIAN COMPANY.

PRODUCTS PRESENTATIONS TO LOCAL BUYERS, AGENTS, DISTRIBUTORS INSTITUTIONS, ETC.

INCREASE CANADIAN SUPPLIERS VISITS AND INCREASE SALES.

ENCOURAGE LOCAL SOFTWARE COMPANIES AND INSTITUTIONS TO VISIT CANADA.

INCREASE CANADIAN MARKET SHARE FOR COMPUTER SOFTWARE AND SYSTEMS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :512-SINGAPORE

005-COMM. & INFORM. EQP.& SERV
SINGAPORE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PRODUCT PRESENTATIONS TO LOCAL BUYERS, AGENTS,
DISTRIBUTORS ETC.

ORGANIZED SEMINARS IN SINGAPORE FOR TWO CANADIAN
COMPANIES (CHUL INTERNATIONAL AND DATACAP
SYSTEMS), BOTH WELL-ATTENDED AND BOTH YIELDING
GOOD FOLLOW-ON ENQUIRIES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ALL THE ABOVE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :512-SINGAPORE

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

UPDATE MARKET SYRVEY FOR MILITARY AEROSPACE SECTOR.

TO IDENTIFY MARKET OPPORTUINIES AND NOTIFY
POTENTIAL CANADIAN SUPPLIERS.

CONTINUE TO DEVELOPE CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL
STAFF IN THE INDUSTRY.

AN INCREASE IN CANADIAN EXPORTS OF MILITARY
AEROSPACE EQUIPMENT.

FOLLOW UP ON OPPORTUNITIES REVEALED DURING INCOMING DEFENCE
MISSION.

AN INCREASE IN CANADIAN EXPORTS OF MILITARY
AEROSPACE EQUIPMENT.

ARMAMENTS & VEHICLES

CONTINUE TO DEVELOP CLOSER CONTACTS WITH PROCUREMENT AND
TECHNICAL STAFF IN THE DEFENCE MINISTRY.

ENSURE THAT LOCAL OFFICIALS ARE AWARE OF CAN-
ADIAN CAPABILITIES IN THIS FIELD.

IDENTIFY MARKET OPPORTUNITIES AS THEY DEVELOP.

ALERT POTENTIAL SUPPLIERS TO UPCOMING OPPOR-
TUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :512-SINGAPORE

001-AGRI & FOOD PRODUCTS & SERVICE
SINGAPORE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	HORTICULTURE (FRUIT,VEG,FLOR)	
	CONTINUE TO DEVELOP CLOSER CONTACTS WITH MAJOR IMPORTERS.	AN IMPROVEMENT IN THE IMAGE OF CANADIAN PRODUCTS IN THE MARKET.
	PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS HIGHLIGHTING CANADIAN PRODUCTS.	STIMULATE IMPROVEMENT OF CANADIAN MARKET SHARE IN FY 1988/89 FOR FRESH APPLES AND FROZEN VEGETABLES.
	SEEDS & SPECIAL CROPS	
	CONTINUE TO DEVELOP A CLOSER RAPPORT WITH MAJOR IMPORTERS AS WELL AS CHINA/SINGAPORE TRADING HOUSES.	IMPROVE ACCESS FOR CANADIAN PRODUCTS TO LOCAL MARKET AND ALSO GAIN ACCESS TO THE CHINESE AND INDIAN MARKETS.
	ENHANCE IMAGE OF RELIABILITY OF CANADIAN PRODUCTS THROUGH FOLLOW-UPS WITH PARTIES INVOLVED IN EXISTING CONTRACTS WHERE PRODUCT QUALITY AND DELIVERY TIMES ARE A PROBLEM.	AN IMPROVEMENT IN THE IMAGE OF CANADIAN PRODUCTS.
	PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS.	STIMULATE AN IMPROVEMENT OF CANADIAN MARKET SHARE FOR SOYBEANS, RAPESEED AND MUSTARD SEED
	ALL SUB-SECTORS	
	CONTINUE TO IDENTIFY JOINT-VENTURE PARTNERS OR LICEN-CEES WITH THE POTENTIAL TOUTILISE CANADIAN ENGINEERING DESIGN EXP-ERTISE.	AN INCREASE IN MARKET PENETRATION FOR CANADI-AN DESIGNED EQUIPMENT.
	ENCOURAGE RELEVANT CONTACTS TO VISIT MAJOR CANADIAN OIL AND GAS EXHIBITIONS.	AN INCREASED IN THE NUMBER OF CANADIAN COMPA-NIES REPRESENTED IN SINGAPORE.
	MEET WITH LOCAL COMPANIES ACTIVELY PURDUING MAJOR PROJECTS IN ASIA AND ENSURE THAT THEY ARE OF CANADIAN EXPERTISE.	AN INCREASED IN ASIAN MARKET PENETRATION IN CONJUNCTION WITH SINGAPORE COMPANIES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -----	
	QUARTER: 2 -----	
	QUARTER: 3 -----	
	QUARTER: 4 -----	

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :512-SINGAPORE

008-TRANSPORT SYS,EQUIP,COMP,SERV.
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

FOLLOW-UP ON MARKET OPPORTUNITIES ARISING OUT OF INCOMING SINGAPORE AVIATION MISSION (NOV.86) AND ASIAN AEROSPACE EXHIBITION (JAN.88).

AN INCREASE IN CANADIAN MARKET PENETRATION, AND AN INCREASED AWARENESS IN CANADA OF LOCAL MARKET OPPORTUNITIES.

CONTINUE TO DEVELOP CONTACTS AND LIAISE WITH PROCUREMENT AND TECHNICAL STAFF IN THE AEROSPACE INDUSTRY.

STIMULATE IMPROVEMENT IN CANADIAN MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

----- 1
----- 2
----- 3
----- 4

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :512-SINGAPORE

011-OIL & GAS EQUIPMENT,SERVICES
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO IDENTIFY JOINT-VENTURE PARTNERS OR LICENCEES WITH
THE POTENTIAL TO UTILISE CANADIAN ENGINEERING DESIGN EXPERTISE.

AN INCREASE IN MARKET PENETRATION FOR CANADI-
AN DESIGNED EQUIPMENT.

PROMOTE VISITS BY RELEVANT CONTACTS TO MAJOR CANADIAN OIL AND GAS
EXHIBITIONS.

AN INCREASE IN THE NUMBER OF CANADIAN COMPA-
NIES REPRESENTED IN SINGAPORE.

MEET WITH LOCAL COMPANIES ACTIVELY PURSUING MAJOR PROJECTS IN
ASIA AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.

AN INCREASE IN ASIAN MARKET PENETRATION IN
CONJUNCTION WITH SINGAPORE COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MEET WITH LOCAL COMPANIES ACTIVELY PURSUING
MAJOR PROJECTS IN ASIA AND ENSURE THAT THEY ARE
AWARE OF CANADIAN EXPERTISE.

CONTACT WITH LOCAL COMPANY LED TO DISCOVERY OF A
TENDER IN PROCESS. CANADIAN COMPANY SAIT WAS
ADVISED AND SIGNIFICANT CONTRACT (C\$25 MILLION)
RESULTED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :512-SINGAPORE

013-CONSUMER PRODUCTS
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

CONTINUE TO DEVELOP A CLOSE RAPPORT WITH IMPORTERS AND END
USERS.

IDENTIFY POTENTIAL MARKETS AND ENCOURAGE AN
INCREASE IN CANADIAN SUPPLIER VISITS.

IDENTIFY AND LIAISE WITH NEWLY ESTABLISHED POTENTIAL
IMPORTERS OF CANADIAN HEALTH AND FITNESS EQUIPMENT.

ENSURE THAT LOCAL FIRMS ARE AWARE OF CANADIAN
EXPERTISE AND INCREASE CANADIAN MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

512 - SINGAPORE

SINGAPORE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE SEMI & PROCESSED FOOD & DRINK
CONTACT THE MAJOR FOOD & BEVERAGE PROCESSORS IN SINGAPORE & PROMOTE
THE INVESTMENT POTENTIAL IN CDA IN THIS SECTOR.

CREATE AN AWARENESS OF THE SCALE OF THE
ETHNIC FOOD MARKET IN CDA & IDENTIFY NEW
PROSPECTS FOR SINGAPORE INVESTMENT.

COMM. & INFORM. EQP. & SERV ALL SUB-SECTORS
THIS DYNAMIC SECTOR IS GROWING RAPIDLY & INDUSTRY CONTACTS WILL BE
REGULAR & FREQUENT IN ORDER TO IDENTIFY OPPORTUNITIES AS THEY
ARISE.

COMPANIES WILL BE ADVISED OF CDN INNOVA-
TIONS & GROWTH POTENTIAL, & EXECUTIVES
ENCOURAGED TO INCLUDE CDA IN THEIR TRAVEL
ITINERARIES.

SERVICE INDUSTRIES ALL SUB-SECTORS
CONTINUE TO IDENTIFY COMPANIES WHICH HAVE THE POTENTIAL & INTEREST IN
INVESTING IN CDA AND PROVIDE NECESSARY DETAILED INFORMATION ON INVEST-
MENT OPPORTUNITIES TO THEM.

IDENTIFY NEW PROSPECTS FOR THE INVESTMENT
COUNSELLORS MISSION PROPOSED FOR SEPTEMBER
1988.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
89/02/08

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

512 - SINGAPORE

SINGAPORE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

QUARTER : 2

QUARTER : 3

QUARTER : 4

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :533-SYDNEY

005-COMM. & INFORM. EQP.& SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

PC, OFFICE AUTOMATION/DATA COMMUNICATION MISSION FOLLOW UP.

ESTABLISH SALES/NEW AGENTS.

REVISION TO 10 MARKET STUDIES IN AREA.

BETTER INFORMATION SUPPLIED TO CANADIAN FIRMS THAT WILL ENHANCE THEIR SALES POTENTIAL. POSSIBLE 10% SALES INCREASE.

COMPUTERS, SOFTWARE & SYSTEMS

FOLLOW UP TO COMPUTER/COMMUNICATIONS MISSION.

TO FINALIZE SALES OPPORTUNITIES DISCOVERED DURING MISSION AND TO IDENTIFY NEW AREAS OF INTEREST.

MARKET STUDY BY POST

VISIT BY FIRMS.

ROBOTICS & ARTIFICIAL INTELL.

VISIT TO AUTO FACTORIES.

IDENTIFY SALES OPPORTUNITIES.

POST MARKET STUDY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :533-SYDNEY

014-EDUCATION, MEDICAL, HEALTH PROD
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

BIOTECH STUDY - DISSEMINATION TO CANADIAN INDUSTRY.

ENTRY OF SIX NEW CDN FIRMS INTO THE MARKET; 3
JOINT VENTURE AGREEMENTS & SALES.

TO INVESTIGATE AND IDENTIFY NEW NICHE MARKETS IN THE BIOTECHNO-
LOGY FIELD AND NOTIFY CDN INDUSTRY.

JOINT VENTURE AGREEMENTS AND SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :533-SYDNEY

013-CONSUMER PRODUCTS
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONDUCT MARKET STUDY OF AUSTRALIAN BOOK MARKET. AIM WILL BE TO SELECT MARKET NICHE WHICH HAVE POTENTIAL FOR CANADIAN BOOK MARKETERS.

INCREASE CANADIAN SHARE OF \$40M IMPORT MARKET
IMPROVE VISIBILITY OF CANADIAN MADE BOOKS WITHIN THE BOOK TRADE.

ORGANIZE FIRST CANADIAN BOOK BUYING EXHIBITION (INHOUSE) FOR AUSTRALIAN IMPORTERS. CANADIAN BOOK PUBLISHERS ENCOURAGED TO SEND REPS TO SUPPORT THEIR CURRENT BOOK LIST ON DISPLAY.

OPERATION OF BOOK MARKET WILL BE DETAILED.
PARTICULAR OPPORTUNITIES IDENTIFIED AS HAVING POTENTIAL.

COMPREHENSIVE CATALOGUES WILL BE COMPILED IN THE AREAS OF TOYS AND GAMES, SPORTING GOODS AND JEWELLERY. EACH CATALOGUE WILL CONTAIN ORIGINAL PRODUCT LITERATURE AND INDICATIVE EXPORT PRICES. CATALOGUES WILL BE DISTRIBUTED TO AUSTRALIAN IMPORTERS.

INCREASE KNOWLEDGE OF IMPORTERS ABOUT SPECIFIC PRODUCTS OF CANADA. CATALOGUES WILL BE INSTANT REFERENCE FOR SOURCES OF SUPPLY. INCREASE CANADIAN EXPORTERS IN 3 PRODUCT AREAS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 BRITISH COLUMBIA LEISURE PRODUCTS TRADE MISSION
MAY 18-25, 1988.

PARTICIPANTS MET WITH POTENTIAL REPRESENTATIVES FOR PROMOTION OF THEIR PRODUCTS. TIED IN WITH FOCUS OF EXPO 88. DIRECT SALES 103,000.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :533-SYDNEY

008-TRANSPORT SYS,EQUIP,COMP,SERV.
NEW GUINEA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

106

POST :533-SYDNEY

005-COMM. & INFORM. EQP.& SERV
NEW GUINEA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5
89/02/08

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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533 - SYDNEY

AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY
INVESTMENT SEMINAR IN CONJUNCTION WITH MINT MISSION (EXPO 88)

FOCUS ON SECTORAL INVESTMENT OPPORTUNITIES
FOR INVESTORS

MINE, METAL, MINERAL PROD & SRV MINERALS AND MINERAL PRODUCTS
INVESTMENT ENCOUNTER SESSIONS

TARGETTED AUDIENCE - 4 SESSIONS OF 100
POTENTIAL INVESTORS.

NON SECTORALLY ORIENTED ACTIVITIES

EDC SEMINAR

ENHANCE AWARENESS OF SERVICES OFFERED.

533 - SYDNEY

AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

SEVERAL INVESTMENT ENQUIRIES RESPONDED TO BY
POST FORWARDING RELEVANT LITERATURE ON HAND.

QUARTER : 2

QUARTER : 3

QUARTER : 4

TRACKING OF INVESTMENT ENQUIRIES AND POST FORWARDING OF RELEVANT LITERATURE ON HAND.

PREPARATION OF INVESTMENT PROMOTION MATERIALS FOR EXPORT MARKETS.

AGENCY WILL VISIT SOME BUSINESSES IN PERTH AND VISIT TO PERTH.

REVIEW AND REPORT ON MARKET DEVELOPMENT OF 12 ITEMS SUCH AS PAPER.

FOLLOW UP WITH INVESTMENT PROMOTION MATERIALS TO CANADA, THROUGH INDIVIDUALS WHOSE PARTICIPATING COMPANIES AND VISITORS INTEREST DEVELOPER IN MARKET OPPORTUNITIES.

CONTINUE TO KEEP CURRENT RECORDS OF LATEST DEVELOPMENTS IN AUSTRALIAN FOREIGN MARKET THROUGH VISITORS FROM INVESTORS.

INCREASE EXPORTS FROM AUSTRALIA BY 20-25 PER CENT.

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :520-TOKYO

015-CONSTRUCTION INDUSTRY
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

A MARKET SURVEY FOR THIS SECTOR.

TRADE FAIR OR TRADE MISSION PARTICIPATION
WILL BE ENCOURAGED.

TRANSLATION OF A DIRECTORY OF CANADIAN BUILDING PRODUCTS INTO
JAPANESE AND DISSEMINATION IN JAPAN.

INCREASE AWARENESS OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

PURSU E IMPORT PROTOCOL FOR BOVINE EMBRYOS

EXPORT MARKET POTENTIAL OF \$1-2 MILLION ANNUALLY.

MAINTAIN CONTACT WITH CANADIAN SWINE EXPORTERS AS FOLLO-UP ACTIVITY TO TECHNICAL SWINE SEMINAR HELD IN TOKYO IN MARCH 87.

TO INCREASE CANADIAN PUREBRED SWINE SALES IN JAPAN, BY 25-50 PER CENT.

HORTICULTURE (FRUIT,VEG,FLOR)

APPLE FUMIGATION RESEARCH PROJECT (CODDING MOTH) WORK WITH AGRIC. CANADA & JAPANESE MIN. OF AGRIC. TO ESTABLISH AN AGREED FUMIGATION PROCEDURE.

WHEN APPROVED BY JAPANESE GOVERNMENT, ACCESS FOR CANADIAN APPLES.

DEVELOPMENT OF NEW CUSTOMERS FOR MUSHROOMS

INCREASE EXPORTS FROM \$2-\$4 MILLION IN 2 YEARS.

PROMOTION OF HORTICULTURAL PRODUCTS IN CANADA FOOD FAIR PROGRAM.

EXPANDED CONSUMER AWARENESS AND SALES DEVELOPMENT.

CONTINUE TRIAL SHIPMENTS ON FRESH RABERRIES.

NEW SALES \$100,000 ONCE BUSINESS IS DEVELOPED

EXAMINE THROUGH MARKET RESEARCH PROSPECTS FOR NEW EXPORT ITEMS IN HORTICULTURE AREA, GREEN HOUSE AND NURSERY PRODUCTS.

NEW BUSINESS DEVELOPMENT

SEEDS & SPECIAL CROPS

PREPARATION OF MARKET PROFILES FOR SPECIFIC PRODUCTS WITH MARKET POTENTIAL (PEAT MOSS, BUCKWHEAT, PULSES)

INCREASED AWARENESS AMONG CANADIAN EXPORTERS RE JAPANESE MARKET OPPORTUNITIES.

ASSIST NEW PEAT MOSS SUPPLIERS IN PENETRATING THE JAPANESE MARKET (ORGANIZE AND ACCOMPANY INITIAL VISIT TO TOKYO)

ADDITIONAL SALES OF PEAT MOSS, OF \$1-2 MILLION ANNUALLY.

MONITOR AND REPORT ON MARKET LIBERALIZATION OF IQ ITEMS SUCH AS PULSES.

INCREASE CANADIAN SHARE OF PULSES IMPORTS INTO JAPAN.

MEATS & MEAT BY-PRODUCTS

FOLLOW UP WITH RECENT MEAT BUYING MISSIONS TO CANADA,THROUGH INDIVIDUAL CALLS ON PARTICIPATING COMPANIES AND THROUGH FURTHER RESEARCH ON MARKET REQUIREMENTS.

\$20 MILLION IN NEW BUSINESS IN 3 YEAR PERIOD.

CONTINUE TO KEEP INDUSTRY ABREAST OF LATEST DEVELOPMENTS IN JAPANESE PORK MARKET THROUGH MONTHLY PORK IMPORT.

BETTER INFORMED CANADIAN PORK EXPORTES ON IMPORTANT JAPANESE MARKET.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

SUPPORT PROVINCES IN THEIR MARKET, DEVELOPMENT EFFORTS FOR BEEF PRODUCTS.

GRADUALLY INCREASE MARKET PENETRATION FOR CANADIAN BEEF.

NEGOTIATE INCREASED BEEF ALLOCATION WITH MINISTRY OF AGRICULTURE FOR USE IN EMBASSY FOOD PROMOTIONS.

INCREASE FROM CURRENT 100 MT QUOTA BY MINIMUM OF 10%.

EMPHASIZE PORK, BEEF AND TURKEY IN ALL CONSUMER AND TRADE ACTIVITIES.

BUILD AWARENESS OF HIGH QUALITY MEAT FROM CANADA.

ENCOURAGE NEW JAPANESE BUYING MISSIONS TO CANADA TO OBSERVE HIGH QUALITY OF CANADIAN MEAT PRODUCTS AND PROCESSING OPERATIONS.

BUILD NEW RELATIONSHIPS AND EVENTUALLY SALES OF CANADIAN MEAT.

SEMI & PROCESSED FOOD & DRINK

SEEK NEW PARTICIPANTS IN CANADA FOOD FAIR PROGRAM. BUILD ON LAST YEAR'S NEW ENTRIES PARTICULARLY NICHIRYU GROUP.

NEW BUSINESS OF \$25 MILLION DURING NEXT 2-3 YEARS.

DEVELOP A PROGRAM OF JAPANESE BUYERS VISITS TO CANADA.

BUILD AWARENESS OF CANADA AS FOOD SUPPLIER AND DEVELOP NEW BUSINESS.

DEVELOP NEW CONTACTS IN FOOD SERVICE SECTOR.

DEVELOP NEW BUSINESS LEADS IN THIS IMPORTANT SECTOR.

PROMOTE DEVELOPMENT OF CUSTOM PACK, BULK & PRIVATE LABEL BUSINESS THROUGH MARKET RESEARCH AND LIAISON WITH THE RETAIL INDUSTRY.

NEW BUSINESS OF \$30 MILLION DURING NEXT 2-3 YEARS.

CONCENTRATE IN IDENTIFYING NEW CUSTOMERS FOR HIGH POTENTIAL PROCESSED PRODUCTS, EG FRENCH FRIES, BOTTLED WATER, MAPLE PRODUCTS, WHISKEY, CUSTOM PACK FOODS.

INCREASED SALES OF 20-30% FOR THESE CATEGORIES AMOUNTING TO \$20 MILLION DURING NEXT 12 MONTHS.

DEVELOP IMPROVED SYSTEMS OF HANDLING TRADE ENQUIRIES FROM POTENTIAL NEW CANADIAN EXPORTERS.

MORE POTENTIAL BUYERS PUT IN CONTACT WITH CANADIAN FOOD EXPORTERS.

FEED, FERTILIZER & VET PRODUCTS

POST WORKING WITH AGRIC. CANADA IN THE DEVELOPMENT OF FUMIGATION TESTS AND NEGOTIATION OF A PROTOCOL FOR HAY PRODUCTS, TO MEET JAPANESE PHYTOSANITARY REQUIREMENTS FOR IMPORTED BALED HAY.

ACCESS TO LONG-FIBRE BALED HAY MARKET OF \$100 MILLION PER YEAR. POTENTIAL SALES \$25-35 MILLION ANNUALLY 1995.

ORGANIZE FEEDING TRIALS USING DEHYDRATED ALFALFA PELLETS.

MARKET MAINTENANCE/EXPANSION OF CURRENT SALES BY 25% (\$10 MILLION/ YEAR).

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FEED, FERTILIZER & VET PRODUCTS

THROUGH INDUSTRY AND REPORTING ASSIST CANADIAN EXPORTERS IN DEVELOPING NEW MARKETING TECHNIQUES AND PACKAGING METHODS TO MINIMIZE STORAGE AND HANDLING COSTS.

INCREASED REVENUE TO CANADIAN EXPORTERS OF \$3-5 MILLION OVER 5 YEARS.

TECHNICAL PRESENTATIONS TO LARGE FEED USERS/IMPORTERS, TO DEMONSTRATE UTILITY OF ALFALFA PRODUCTS.

ADDITIONAL ALFALFA PRODUCT SALES OF \$10-20 MILLION ANNUALLY.

INITIATE A REPORT OF PRICES AND IMPORT VOLUMES OF FEEDSTUFFS TO ASSIST THE CANADIAN EXPORTERS IN THEIR MARKETING ACTIVITIES.

CANADIAN EXPORTERS WILL BE IN A BETTER SITUATION TO MAKE MARKETING/PRICING DECISIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF SECTOR/PRODUCT PROFILES - ORGANIZE TECHNICAL WORKSHOPS FOR DEHY ALFALFA - IDENTIFY PRODUCTS FOR CUSTOM PACK IN CANADA - INTRODUCE IDENTIFIED CANOLA OIL - PROMOTE CANADIAN FOOD FESTIVALS/BUYING MISSIONS

COMPLETED FOR BOTTLED WATER, PEAT MOSS. - RESULTED IN PROD SALES VALUED AT \$3.8 MIL. - BEVERAGES, BREAD MIX UNDER ACTIVE NEGOTIATION. - LICENSE AGREEMENTS SIGNED BY CANOLA COUNCIL & 2 JAPANESE OIL PROCESSORS. - JONATHAN, FUJIYA, NICHIRYU

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :520-TOKYO

002-FISHERIES,SEA PRODUCTS & SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

PROMOTE CANADIAN SEAFOOD AT EVERY OPPORTUNITY UNDER CANADA FOOD FAIR PROGRAM.

DEVELOP HIGH QUALITY IMAGE FOR CANADIAN SEAFOOD AND BUILD TRADE AND CONSUMER AWARENESS.

CONTINUE TO PRESS MARKET ACCESS ISSUE IQ ON HERRING, SQUID COD; TARIFF ON HERRING ROE.

IMPROVED MARKET ACCESS AND RETURNS TO CANADIAN FISHERIES SECTOR.

PREPARATION OF MARKET PROFILES ON SPECIES OF PARTICULAR INTEREST TO CANADA-ATLANTIC HERRING ROE, LOBSTER, SEA URCHIN.

IMPROVED KNOWLEDGE OF MARKET SITUATION FOR SELECTED SPECIES.

PROVIDE IMPROVED MARKET INTELLIGENCE INFORMATION OF FISHERIES SECTOR TO CANADIAN INDUSTRY.

PERMIT INDUSTRY TO MAKE MORE INFORMED PRICE/MARKETING DECISIONS.

IDENTIFY MARKET POTENTIAL FOR UNDERUTILIZED SPECIES, EG. SEA URCHIN, SURF CLAM, CAPELIN, DOGFISH.

DEVELOP INCREASED EXPORT BUSINESS FOR UNDERUTILIZED SPECIES.

PROMOTION OF ATLANTIC LOBSTER IN HOTELS, RESTAURANTS AND SUPERMARKETS.

INCREASE IN SALES FROM \$8 MILLION TO \$20 MILLION IN 12 MONTHS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST WITH ATLANTIC CDN HERRING ROE STUDY
ASSIST WITH SCALLOP AQUACULTURE PROJECT.
DEVELOP PROMOTIONAL CAMPAIGN FOR CAPELIN.
INTRODUCE FISHERY PRODUCT TRADE ENQUIRY SERVICE.

SUCCESSFUL MEET HELD IN JPN \$ REPORT BEING PREPARED FOR EXTAFF. - JPNSE TECH EXP BEING SENT TO CDA. - PROMOTIONAL PROPOSALS COMPLETED;FUNDING UNDER CONSIDERATION. - CDN COS & FISH PROD RECEIVING WIDE PUBLICITY THROUGH S K SHIMBUN.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :520-TOKYO

010-MINE,METAL,MINERAL PROD & SRV
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

CONTINUED AD HOC REPORTING ON INDUSTRY RESTRUCTURING,
SHIFT IN GOVERNMENT POLICIES E.G. STOCKPILE SCHEME

IDENTIFICATION OF NEW TRADE AND INVESTMENT
OPPORTUNITIES IN JAPAN AND CANADA; BASIS FOR
BROADER INDUSTRY ANALYSES OF IMPACT ON WORLD
TRADE.

MINERALS REPORTS: MONTHLY REPPORTS AND ANALYSES OF TRADE, PROD-
UCTION, CONSUMPTION TRENDS BY COMMODITY.

PROVISION OF CURRENT INFO TO GOVERNMENT AND
PRIVATE SECTOR RE JAPANESE DEVELOPMENTS;BASIS
FOR SHIFTS IN MARKET STRATEGIES.

COAL AND STEEL REPORTS; MONTHLY REPORTS AND ANALYSES OF TRADE,
PRODUCTION AND CONSUMPTION TRENDS

PROVISION OF CURRENT INFO TO ASSIST COMPANIES
IN DEVELOPING MARKET STRATEGIES.

ANALYSIS OF MARKET POTENTIAL FOR RARE EARTHS AND METALS

IDENTIFICATION OF EXPORT/LICENSING/JOINT
VENTURE OPPORTUNITIES.

METALS, PRIMARY & FABRICATED

THROUGH A FOLLOW-UP PROGRAM ON MISSIONS, PROMOTE IN-DEPTH
CONTACTS BETWEEN JAPANESE & CDN INDUSTRIES IN CERAMICS AND
OTHER ADVANCED INDUSTRIAL MATERIALS.

LICENSING AND JOINT VENTURE PROJECTS IN BOTH
CANADA AND JAPAN.

CONTINUED REPORTING ON JAPANESE POSITION IN INTERNATIONAL
COMMODITY GROUPS.

IMPROVE INFORMATION BASE FOR CANADIAN IN-
DUSTRY.

CONTINUED MONTHLY ANALYSIS OF MARKET DEVELOPMENTS CONCERNING
METALS TRADE.

IMPROVE INFORMATION BASE FOR PRIVATE SECTOR.

MONITORING DEVELOPMENT OF ANTI ASBESTOS SENTIMENT IN JAPAN AND
DEVELOPMENT OF STRATEGY TO HANDLE IT.

PRE-EMPT RESTRICTIVE LAWS RE USE OF
ASBESTOS;EXPAND CANADIAN MARKET SHARE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONTHLY REPORTS ON COAL & STEEL,MINERALS AND ME-
TALS;PRODUCTION,TRADE,CONSUMPTION TRENDS - PRO-
MOTION OF INT'L NICKEL STUDY GROUP - ASBESTOS
MARKET PROTECTION - COAL NEGOTIATIONS;INDUSTRY
LIAISON.

TOTAL OF 4 MKT REPORTS PREPARED. - LIAISON WITH
JAPANESE GOV'T & INDUSTRY. - INDUSTRY & GOV'T
LIAISON. - CLOSE LIAISON WITH CDN SUPPLIERS ON
NEGOTIATION AND DEVELOPMENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST :520-TOKYO

013-CONSUMER PRODUCTS
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

APPAREL (CLOTH,FUR,SHOES) TEXT

PROVIDE THE JAPANESE FUR INDUSTRY WITH REGULAR INFORMATION FROM CANADA.

CREATE MORE INTEREST IN THE MONTREAL FUR SHOW AND INCREASE IMPORTS BY APPROXIMATELY \$2 MIL NEXT YEAR.

MEET REGULARLY WITH THE JAPAN FUR ASSOCIATION TO EVALUATE THE RESULTS OF OUR PUBLICITY IN JAPAN.

INCREASE AWARENESS OF CANADIAN FURS IN JAPAN AND STIMULATE IMPORTS OF SAME.

MEET REGULARLY WITH AGENTS OF CANADIAN SUPPLIERS IN THE APPAREL INDUSTRY TO EVALUATE PROGRESS OVER THE PAST YEAR.

STIMULATE AGENTS TO BE MORE AGGRESSIVE AND TO PARTICIPATE IN REGIONAL FAIRS.

INTENSIFY PUBLICITY AT THE CANADA TRADE CENTER WITH REGARD TO FUR GARMENTS.

ATTRACT MORE CUSTOMERS', DOUBLE THIS YEAR'S SALES.

ENCOURAGE CANADIAN COMPANIES VISITS TO JAPAN AND ASSIST THEM AS APPROPRIATE

INCREASE NUMBER OF CANADIAN COMPANIES SELLING IN JAPAN.

JEWELRY & GIFTWARE

CONTACT OUTLETS CURRENTLY SELLING CANADIAN JEWELLERY.

INCREASE SALES NEXT YEAR.

FOLLOW UP ON REQUESTS RE IMPORT OF CANADIAN JEWELLERY.

TO GET NEW DISTRIBUTORS.

MEET WITH AGENTS AND REVIEW THEIR IMPORT/DISTRIBUTION STRATEGY.

OPEN NEW DISTRIBUTION OUTLETS.

THROUGH THE OPERATION OF THE CANADA TRADE CENTER & THE DIRECT MAIL CATALOGUE, ENCOURAGE NEW ENTRANTS INTO THE MARKET.

DOUBLE OUR SALES TO JAPAN.

MEET WITH LOCAL AGENTS ON A REGULAR BASIS AND ASSIST THEM RE PUBLICITY AND PARTICIPATION IN FAIRS.

INCREASE THE NUMBER OF DISTRIBUTORS.

PREPARE REGULAR REPORTS FOR CANADIAN EXPORTERS ON MARKET EVOLUTION.

ATTRACT NEW EXPORTERS AND ASSIST PRESENT EXPORTERS.

CULTURE INDUSTRIES

WORK CLOSELY WITH A GROUP IN CANADA IN CHARGE OF PROMOTING INDIAN ARTS AND CRAFTS IN JAPAN TO IDENTIFY ITEMS MOST LIKELY TO FIND ACCEPTANCE IN JAPAN.

APPOINTMENT OF DISTRIBUTOR, ESTABLISHMENT OF DISTRIBUTION OUTLETS.

VISIT GALLERIES THAT SPONSOR CANADIAN ARTISTS.

STIMULATE INTEREST IN CANADIAN ART & GET BETTER UNDERSTANDING ON HOW TO EXPAND BUSINESS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :520-TOKYO

013-CONSUMER PRODUCTS
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CULTURE INDUSTRIES

ASSIST LOCAL AGENTS IN THEIR MARKETING EFFORTS.

OPEN NEW DOORS TO CANADIAN INDUSTRY.

INCREASE PUBLICITY OF CANADIAN ARTS AND CRAFTS THROUGH THE CANADA TRADE CENTER.

CREATE GREATER AWARENESS OF OUR PRODUCTS.

ASSISTS LOCAL AGENTS TO ORGANIZE SOLO SHOWS.

CREATE AWARENESS OF CANADIAN PRODUCTS.

USE MAIL ORDER CATALOGUE TO ADVERTISE.

INCREASE DIRECT SALES.

LEISURE PROD. TOOLS HARDWARE

FOLLOW UP ON WINODE MISSION RE INTENT OF PURCHASE.

IDENTIFY CLEARLY THE PRODUCTS CANADA SHOULD FOCUS ON.

INTRODUCE CANADIAN COMPANIES TO NEW DIY STORES THROUGH DIY ASSOCIATION.

TO CREATE AWARENESS OF WHAT CANADA NOW PRODUCES.

MEET REGULARLY WITH SPORTS EQUIPMENT AGENTS AND INTRODUCE NEW PRODUCTS.

INCREASE SALES.

ENCOURAGE AGENTS OF SPORTS EQUIPMENT TO PARTICIPATE IN REGIONAL SHOWS.

FIND MORE LOCAL DISTRIBUTORS AND MAKE SPOT SALES.

PROMOTE IDEA OF SELLING CANADIAN DIY PRODUCTS TO JAPANESE HOME BUILDERS.

GIVE DIY INDUSTRY INCREASED OPPORTUNITIES TO SELL IN THE JAPANESE MARKET.

SEND NEW BUYERS TO MONTREAL SPORTING GOODS SHOWS.

WIDEN RANGE OF PRODUCTS SOLD IN JAPAN.

FURNITURE & APPLIANCES

VISIT OUTLETS SELLING CANADIAN PRODUCTS AND PROMOTE CANADIAN PRODUCTS.

STRENGTHEN OUR SHARE OF THE MARKET IN SOME AND ENCOURAGE OTHERS TO SELL PRODUCTS ON A CONTINUED BASIS.

KEEP UP WITH NEW TRENDS IN FURNITURE INDUSTRY AND PREPARE REPORTS FOR THE CANADIAN INDUSTRY.

DETERMINE WHICH SECTORS OF MARKET COULD BE OF INTEREST TO CANADIAN EXPORTERS.

DIALOGUE WITH FURNITURE ASSOCIATION AND MAIN MANUFACTURERS RE INTEREST IN IMPORTING SPECIFIC ITEMS TO COMPLETE THEIR NEW LINES.

GET NEW ENTRANTS INTO THE MARKET.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :520-TOKYO

013-CONSUMER PRODUCTS
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES NOT ELSEWHERE SPECIF.

THROUGH THE OPERATIONS OF THE CANADA TRADE CENTER PROMOTE APPLIANCES.

INCREASE OUR SMALL MARKET SHARE.

THROUGH A PROGRAM OF CALLS WITH AGENTS GENERATE MORE INTEREST IN THEIR PROMOTION OF CANADIAN PRODUCTS.

FIND NEW WAYS AND OUTLETS TO MARKET PRODUCTS.

THROUGH WIN EXPORTS ENCOURAGE CANADIAN COMPANIES TO PARTICIPATE IN THE FURNITURE SHOW IN NOVEMBER.

INTRODUCE NEW EXPORTERS TO JAPANESE MARKET.

SERVICES NOT ELSEWHERE SPECIF.

PURSUE HIGH TARIFFS ISSUE WITH MINISTRY OF FINANCE.

SALES WOULD INCREASE DRAMATICALLY IF DUTIES WERE LOWERED.

TO IDENTIFY POTENTIAL COMPETITIVENESS OF NEW ENTRIES INTO THE MARKET (USA, AUSTRALIA AND OTHERS).

KEEP OUR SHARE OF THE MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MARKETING OF CANADIAN CONSUMER PRODUCTS.

8 NEW AGENCY AGREEMENTS AND SIGNIFICANT BUSINESS INFLUENCED IN TEXTILES AND SPORTING GOODS SECTORS.

QUARTER: 2 Marketing of Canadian consumer products.

Major fur workshops undertaken in Tokyo and Osaka. Participation in Tokyo Gift Show, DIY Show, World Jewellery Show and Tokyo Packaging Show.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :520-TOKYO

003-GRAINS AND OILSEEDS
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

STUDY IMPACT OF MAFF CROP DIVERSIFICATION PROGRAM ON JAPANESE PRODUCTION AND IMPORTS OF WHEAT AND BARLEY.

DETERMINE IMPACT, IF ANY, ON CANADIAN GRAIN EXPORTS TO JAPAN.

SUBMISSION OF REGULARLY-SCHEDULED WHEAT AND COURSE GRAIN REPORTS AND AD-HOC REPORTS ON JAPANESE SITUATION WHICH MAY IMPACT ON CDN GRAIN EXPORTS TO JAPAN.

MAINTAIN AND HOPEFULLY EXPAND CANADA'S SHARE OF THE JAPANESE GRAIN MARKET.

STUDY IMPEDIMENTS TO SALE OF CANADIAN FEED WHEAT TO JAPAN(FOB VS C & F SALES, TENDER PROCEDURES ETC.)

LARGER SHARE OF \$200 MILLION JAPANESE MARKET FOR CANADIAN FEED WHEAT.

ANALYSE THE IMPACT OF THE HIGH PRICES CHARGED BY THE FOOD AGENCY WHEN SELLING CANADIAN WHEAT TO THE MILLERS.

A REDUCTION IN THE WHEAT PRICE WOULD CONTRIBUTE TO INCREASED CONSUMPTION.

REPORT ON THE IMPORT PTENTIAL FOR MIXED PRODUCTS SUCH AS BREAD MIXES AND PROCESSED PRODUCTS.

INCREASE THE EXPORT OF PROCESSED GRAIN PRODUCTS.

OILSEEDS

WORK TO STRENGTHEN BUSINESS RELATIONSHIPS IN CANOLA SECTOR, BUILDING ON GOODWILL OF PAST 10-15 YEARS.

ADDITIONAL MARKET SHARE GROWTH FOR CANOLA SED, OIL AND MEAL IN JAPAN.

MONITOR AND REPORT ON DEVELOPMENTS IN JAPANESE OILSEEDS MARKET WHICH COULD IMPACT ON CANADIAN EXPORTS.

MAINTENANCE OF CANADIAN SALES OF CANOLA, FLAXSEED, SOYBEANS TO JAPAN.

LIAISE WITH JAPANESE GOVERNMENT AND INDUSTRY CONTACTS RE OIL TARIFF ISSUE, OTHER POSSIBLE MARKET LIBERALIZATION INITIATIVES,

EXPANSION OF CANOLA PRODUCT SALES IN JAPAN.

INVESTIGATE LEVEL OF CANADIAN INTEREST IN FLAXSEED MARKET DEVELOPMENT AND RESEARCH ACTIVITIES.

INCREASED SALES OF CANADIAN FLAXSEED, BY \$5-10 MILLION ANNUALLY.

REVIEW PRECONSULTATIONS/CONSULTATIONS FORMATS TO ASCERTAIN WHERE ADDITIONAL IMPROVEMENTS CAN BE MADE.

MAXIMIZE USEFULNESS OF BILATERAL MEETINGS; STRENGTHEN RELATIONSHIP.

WORK WITH CANOLA OIL PROCESSORS, DISTRIBUTORS, RETAILERS TO INTRODUCE IDENTIFIED CANOLA OIL AT RETAIL LEVEL.

CREATE CANOLA OIL PRODUCT AWARENESS AT CONSUMER LEVEL, ENHANCING OIL SALES.

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :520-TOKYO

003-GRAINS AND OILSEEDS
JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

TRANSPORT SYS,EQUIP,COMP,SERV.

AUTOMOTIVE

BANKERS OUTREACH PROGRAM HAS REACHED PHASE OF A SECTORAL SEMINAR FOR AUTOPARTS CUSTOMERS. OTHER PROSPECTS HAVE BEEN IDENTIFIED. OUTGOING & INCOMING MISSIONS OF KEY PARTS COMPANIES WILL FOLLOW. DRIE (MORRISON) VISIT OF TARGETTED JPNSE COMPANIES WILL BE SUPPORTED.

JPNSE GREENFIELD & JV INVESTMENT IN CDA.
ACTIVE LIST OF POTENTIAL INVESTORS.

ELECTRONICS EQUIP. & SERV

PRODUCTS & COMPONENTS

MISSION TO FOLLOW COMPLETED TECHNICAL INDUSTRY BRIEFINGS FOR PROSPECTS SELECTED THROUGH BANKING OUTREACH PROGRAM. CONTINUED CORPORATE LIAISON WITH JPNSE COMPONENTS COMPANIES. FTA STRENGTHS TO BE EMPHASIZED.

JPNSE GREENFIELD & JV INVESTMENT IN CDA.
ACTIVE LIST OF POTENTIAL INVESTORS & JV PARTNERS. TECHNOLOGY ACQUISITION.

ELECTRONICS EQUIP. & SERV

CONSUMER ELECTRONICS

EXPAND LIST OF CORPORATE LIAISON CONTACTS WITH SELECTED CONSUMER ELECTRONICS COMPANIES,WITH EMPHASIS ON STRONGEST BRANCH PLANT ASSEMBLY CANDIDATES. FTA CASE TO BE MADE FOR SERVICING N.A. MARKET.

JPNSE GREENFIELD & JV INVESTMENT IN CDA.
ACTIVE LIST OF POTENTIAL INVESTORS & JV PARTNERS. TECHNOLOGY ACQUISITION.

POWER & ENERGY EQUIP. & SERV.

ELECTRICAL MACHINES & SYSTEMS

DUE TO CDM EXCESS CAPACITY IN CERTAIN SUB-SECTORS,DRIE WILL ASSIST IN IDENTIFYING DIRECT, JV & TECH TRANSFER OPPOR. BANKING OUTREACH PROGRAM WILL SUPPLEMENT DRIE'S IDENTIFIED JPNSE COS. FOR CORPORATE LIAISON, INDUSTRY BRIEFINGS & OUTGOING/INCOMING MISSIONS.

SELECTED INVESTMENT (DIRECT JV, TECH TRANSFER) THAT INCREASE DOMESTIC PRODUCTION & IMPROVE PRODUCTIVITY.

AGRI & FOOD PRODUCTS & SERVICE

SERVICES INCLUDING CONSULTING

PROSPECTS FOR INVESTMENT NOW IDENTIFIED (MISAWA STUDY). CANDIDATES FOR NEW MANUFACTURING FACILITIES, TECHNOLOGY TRANSFER & CROSS LICENSING WILL BE SELECTED FOR MISSION FOR CDA.

INVESTMENT THAT WILL DEVELOP CDA'S COMPETITIVE POSITION IN THIS SUBSECTOR.

NON SECTORALLY ORIENTED ACTIVITIES

BANKING OUTREACH PROGRAM-BANKERS CUSTOMERS SEMINARS & SECTORAL MISSIONS FOR FIRST 5 BANKS WILL BE CARRIED OUT IN 88/89. THE PROGRAM WILL BE INITIATED WITH ADDITIONAL BANKS CALLING (AS WITH FIRST GROUP) FOR INTERNAL BRIEFINGS & "ONE-MAN" BANKER MISSIONS TO CDA.

COMPLETION OF PROGRAM FOR ORIGINAL 5 BANKS WILL YIELD SECTORAL RESULTS DESCRIBED ABOVE. EXTENSION OF PROGRAM FOR NEW BANKS WILL PAVE WAY FOR SIMILAR RESULTS.

CORPORATE LIAISON-IPS,COMMERCIAL SECTION OFFICERS & PROV. REPRESENTATIVES (WHERE SITE LOCATION DETERMINED) WILL CONDUCT CALLS & FOLLOW ACTIVE CASES. INVESTMENT CDA & DRIE WILL PROVIDE REQUIRED ASSISTANCE WITH RANKED PROSPECTS.

ALL IDENTIFIED INVESTMENT PROSPECTS WILL BE MONITORED, REPORTED ON & MOVED TOWARD POSITIVE INVESTMENT DECISIONS WHERE POSSIBLE.

PUBLIC RELATIONS-THE KANAO FILM & REPORT HAVE BEEN USED EXTENSIVELY BUT ARE BECOMING OUTDATED. A NEW FILM & SHOWCASE LITERATURE ARE REQUIRED. DIRECT MAIL ACTIVITIES WILL BE EXPANDED. PERIODIC INVESTMENT NEWSLETTER WILL BE IMPLEMENTED. IMAGE MEASUREMENT STRATEGIES ARE REQ'D

ADVERTISING & PUBLIC RELATIONS STRATEGY FOR INVESTMENT PROMOTION WILL BE MORE EFFECTIVE & ITS SUCCESS MEASURED.

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JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

AUTO PARTS INCOMING MISSION
ELECTRICAL MACHINES INCOMING MISSION
BIOTECHNOLOGY INCOMING MISSION
DRIE INVESTMENT PROSPECTING MISSIONS TO JAPAN
BANKING OUTREACH ACTIVITIES
PUBLIC RELATIONS ACTIVITIES
CORPORATE LIAISON ACTIVITIES

DEFERRED PENDING MATURATION OF BANKING OUTREACH PROGRAM & OTHER INVEST PROSPECTING EFFORTS IN AUTO PARTS SECTOR. (2)DEFERRED PENDING DRIE ELECTRICAL MACH SECT VISIT TO JAPAN IN FALL OF 88 (3)DEFERRED PENDING FURTHER CORPORATE LIAISON ACTIVITIES IN SECTOR. (4)NO ACTIVITIES IN QUARTER. (5)ORGANIZED SUMITOMO BANK INTERNAL INVEST SURVEY MISSIONS:SUCCESSFUL 2 WK VISIT TO KEY CDN LOCATIONS & IND CONTACTS.(6)OVERSAW SUMMARY BROCHURE & PROSPECTUS CDA BROCHURE.

QUARTER : 2

- 1.Auto parts mission to Japan.
- 2.DRIE investment prospecting mission to Japan.
- 3.Banking outreach activities.
- 4.Public relations activities.
- 5.Corporate liaison activities.

1.Deferred pending j.v. workshop in Cdn in late 88. 2.ACKP/Bower visit to MITI,banks,trading coys in Sept. 3.Successful Bank of Tokyo internal invstmt survey mission;10 days sectorally oriented program,yielding specific invstmt prospects currently being promoted by BOT officers. 4.Conceived & negotiated co-op program for printing/funding FTA brochure with key banks/trading coys;assisted in publica'n by Sumitomo Bank of "Invstmt in Cda" book.5.Individual contact with

QUARTER : 3

QUARTER : 4

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :520-TOKYO

- Visit of Hon. M. Kwinter, Ontario Minister of Industry, Trade and Technology.
- Visit of Hon. A.W. Lacey, N.B. Minister of Commerce and Technology.
- Visit of Mr. Paul Labbe, President of Investment Canada.
- Settlement of DOME/AMOCO negotiations with JAPEX.
- First meeting of SPF GATT Panel in Geneva.
- Forest Harvesting Machine Mission to Canada (DEMO '88).

TRAILING:

ACTIVITIES UNDERTAKEN IN-CONJUNCTION

----- 1 : Q1
----- 2 : Q2
----- 3 : Q3
----- 4 : Q4
----- 5 : STRAIGHT
----- 6 : STRAIGHT
----- 7 : STRAIGHT
----- 8 : STRAIGHT

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :531-WELLINGTON

009-FOREST PRODUCTS,EQUIP,SERVICES
NEW ZEALAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

DISTRIBUTE NEW PUBLICATION OF COUNCIL OF FOREST INDUSTRY BC
BUYERS GUIDE TO NZ LUMBER IMPORTERS

THREE NEW AGENCY CONNECTIONS

LOBBY NZ AUTHORITIES TO RELAX PRESENT IMPORT RESTRICTIONS COVER-
ING SHINGLES/SHAKES

REMOVAL OF IMPORT RESTRICTIONS BY 1988

EQUIPMENT AND MACHINERY

FOLLOW UP OF 87/88 FOREST EQUIP MISSION TO SECURE AGENCY CONNEC-
TIONS

MINIMUM OF 4 AGENCIES TO BE ESTABLISHED

PROMOTE MANUFACTURE UNDER LICENCE OR JV BY INDUSTRY BLITZ

MINIMUM OF 2 JVs TO BE ESTABLISHED

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :531-WELLINGTON

013-CONSUMER PRODUCTS
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT CANADIAN GIFT AND TABLEWARE SHOW JANUARY 1988. INCOMING NZ BUYERS MISSION.

MEET CANADIAN EXPORTERS AND CONDUCT CATALOGUE SHOW ON RETURN.

VISIT TORONTO HARDWARE SHOW FEBRUARY 1988. INCOMING NZ BUYERS MISSION.

MEET CANADIAN EXPORTERS AND CONDUCT CATALOGUE SHOW ON RETURN.

CATALOGUE SHOW, FURNITURE, AUCKLAND, WELLINGTON

INTRODUCE TO NEW ZEALAND IMPORTERS MANUFACTURERS AND BUYERS, CDN FURNITURE, ESTABLISH 4 NEW AGENCIES.

CATALOGUE SHOW, GIFTWARE, AUCKLAND, WELLINGTON

INTRODUCE TO NEW ZEALAND IMPORTERS AND BUYERS CANADIAN GIFTWARES, ESTABLISH 3 NEW AGENCIES.

CATALOGUE SHOW, HARDWARE, AUCKLAND, WELLINGTON

INTRODUCE TO NZ IMPORTERS AND BUYERS CANADIAN HARDWARE, AND TO INCREASE CDN MARKET SHARE BY 10%

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :531-WELLINGTON

001-AGRI & FOOD PRODUCTS & SERVICE
NEW ZEALAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	SEMI & PROCESSED FOOD & DRINK	
	WOOLWORTHS SUPERMARKET PROMOTION 1988 - MARCH	INTRODUCTION OF AND CONSOLIDATION OF APPROX 10 NEW & EXISTING AGENCY LINES
	VISIT FOOD AND BEVERAGE SHOW, TORONTO, 1988. THREE INCOMING NZ BUYERS TO SUBJECT SHOW.	SPEAK WITH UNREPRESENTED CDN MANUFACTURERS & EXPORTERS & TO ACHIEVE 4 NEW AGENCIES.
	CATALOGUE SHOWS, AUCKLAND, WELLINGTON	INTRODUCE 5 NEW CANADIAN COMPANIES TO NZ BUYERS AND IMPORTERS
	VISIT FOOD PACIFIC 88 IN VANCOUVER	SPEAK WITH CANADIAN EXPORTERS & MANUFACTURERS & CONDUCT CATALOGUE SHOW ON RETURN OF 10 NEW EXPORTERS
	WOOLWORTHS SUPERMARKET PROMO MARCH 1989	INCREASE OF CANADIAN SHARE OF MARKET BY 10%

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -----	
	QUARTER: 2 -----	
	QUARTER: 3 -----	
	QUARTER: 4 -----	

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :531-WELLINGTON

005-COMM. & INFORM. EQP.& SERV
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARATION OF REPORT ON YEAR-AFTER-DEREGULATION OF TELECOMS

IDENTIFICATION OF DIRECTIONS OF TELECOMS
ACTIVITIES

PROMOTION OF CANADIAN CAPABILITIES IN IT

REALISING ONE JV IN IT INDUSTRY

PROVIDE ASSISTANCE TO MICROTEL TO INTRODUCE PRODUCT TO ELECTRIC
CORP/TELECOMS

MICROTEL AS PREFERRED SUPPLIER FOR AUSSAT

LOBBY DTI TO DEREGULATE TELECOMS NETWORK

PROVIDE OPPORTUNITY FOR MICROTEL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :531-WELLINGTON

006-ELECTRONICS EQUIP. & SERV
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PRODUCTS & COMPONENTS

COLLECTION OF BROCHURES FROM CANADIAN EXPORTERS FOR TABLE TOP SHOWS.

INTRODUCTION OF 10 CANADIAN COY TO N.ZEALAND MARKET

2 TABLE TOP SHOWS

ESTABLISH 6 NEW CDN AGENCIES

UPDATE OF ELECTRONICS SURVEY

DISTRIBUTE SURVEY TO 50 CANADIAN COY AND RESULT IN 10 NEW AGENCIES

SURVEY OF INDUSTRIAL PROCESS CONTROL EQUIPMENT IN NZ

INITIAL INTRODUCTION OF NZ MKT TO 15 CDN COYS NOT PRESENTLY EXPORTING

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :531-WELLINGTON

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARATION OF DETAILED REPORT OF NZ MOD OPPORTUNITIES FOLLOWING
HITECH

IDENTIFICATION OF 4-6 NEW OPPORTUNITIES

LOBBY NZ MOD AND DND TO ENTER INTO PROCUREMENT MOU

ESTABLISHMENT OF EXPANDED MOU

DELINEATION OF STRENGTHS OF NZ AGENTS

4 NEW AGENCY AGREEMENTS

CONVINCING MOD AND DND TO HAVE JOINT DEVELOPMENT

INITIATION OF FIRST SMALL SCALE JOINT DEVELOPMENT PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5
89/02/08

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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NEW ZEALAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV

COMPUTERS, SOFTWARE & SYSTEMS

CONTINUED INCLUSION OF INVESTMENT & GROWTH OF IT INDUSTRY IN CDA &
TECHNOLOGY TRANSFER EXAMPLES & INFORMATION IN PUBLICATIONS.

FURTHER INTEREST IN CDA AS AN INVESTMENT
DESTINATION OF IT INDUSTRY & ESTABLISHMENT
OF ONE JV.

FOREST PRODUCTS, EQUIP, SERVICES

EQUIPMENT AND MACHINERY

THE MARKET SURVEY COMPLETED IN FY 87/88 WILL BE DISTRIBUTED TO CDN
INDUSTRY WHICH WILL GENERATE INTEREST IN CO-PRODUCTION AT SUPPLY
LEVEL.

ANTICIPATE TWO CO-PRODUCTION JV.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
89/02/08

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

131

531 - WELLINGTON

NEW ZEALAND

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER	RESULTS REPORTED
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QUARTER : 1

QUARTER : 2

QUARTER : 3

QUARTER : 4

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CA1 EA676 T712 EXF 1988 STORAGE
Trade and Industrial Development
Program quarterly activity report
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